TRADE AND INDUSTRY

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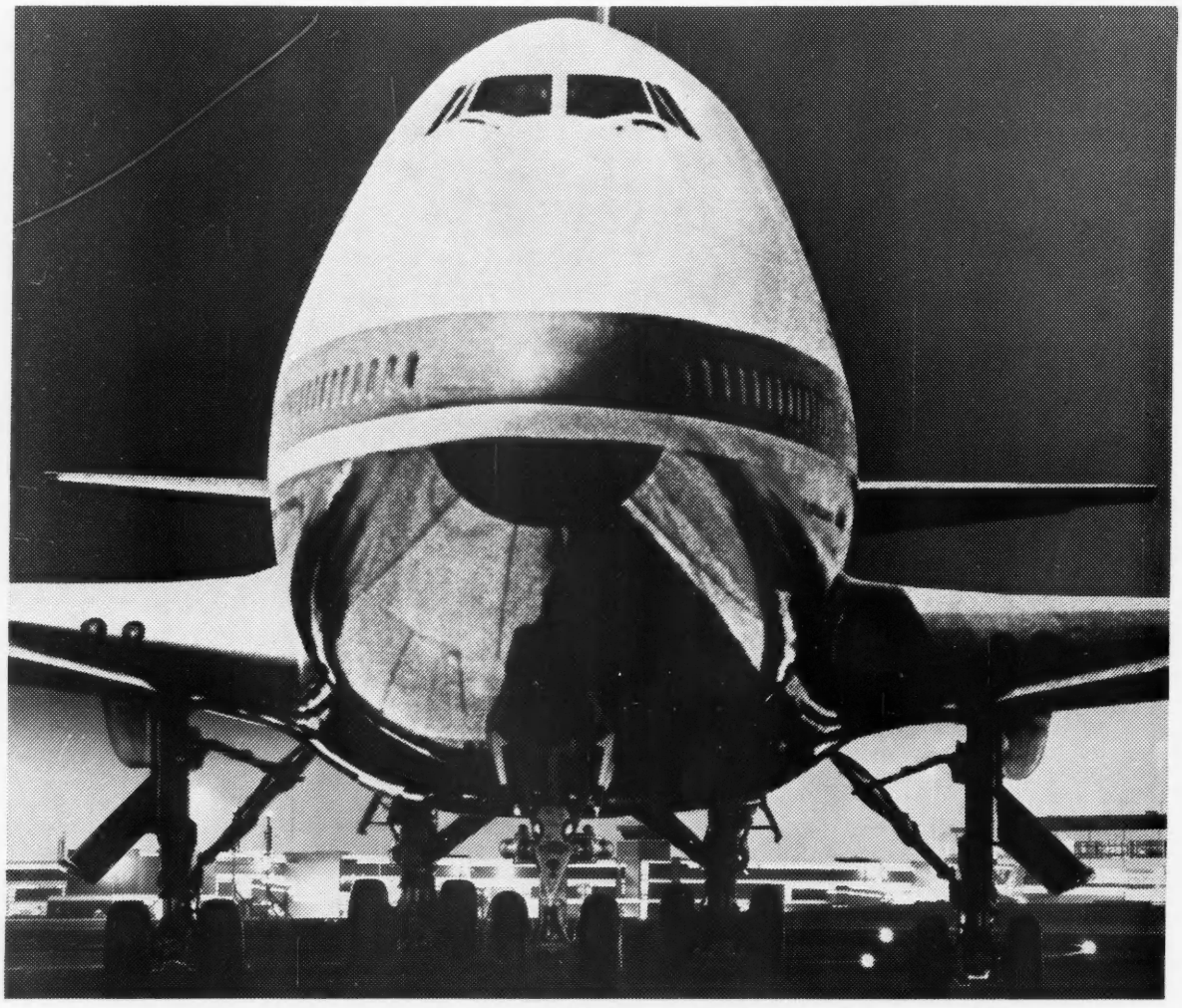
Preparing for Europe: Specialisation—a small firm's key to success

Britain and the EEC: Community agreements with Mediterranean countries

Ministerial duties and organisation at the DTI

New Technology looks at Loughborough Consultants, wood-preservative testing, adhesion of coatings to metal, IEE's INSPEC service



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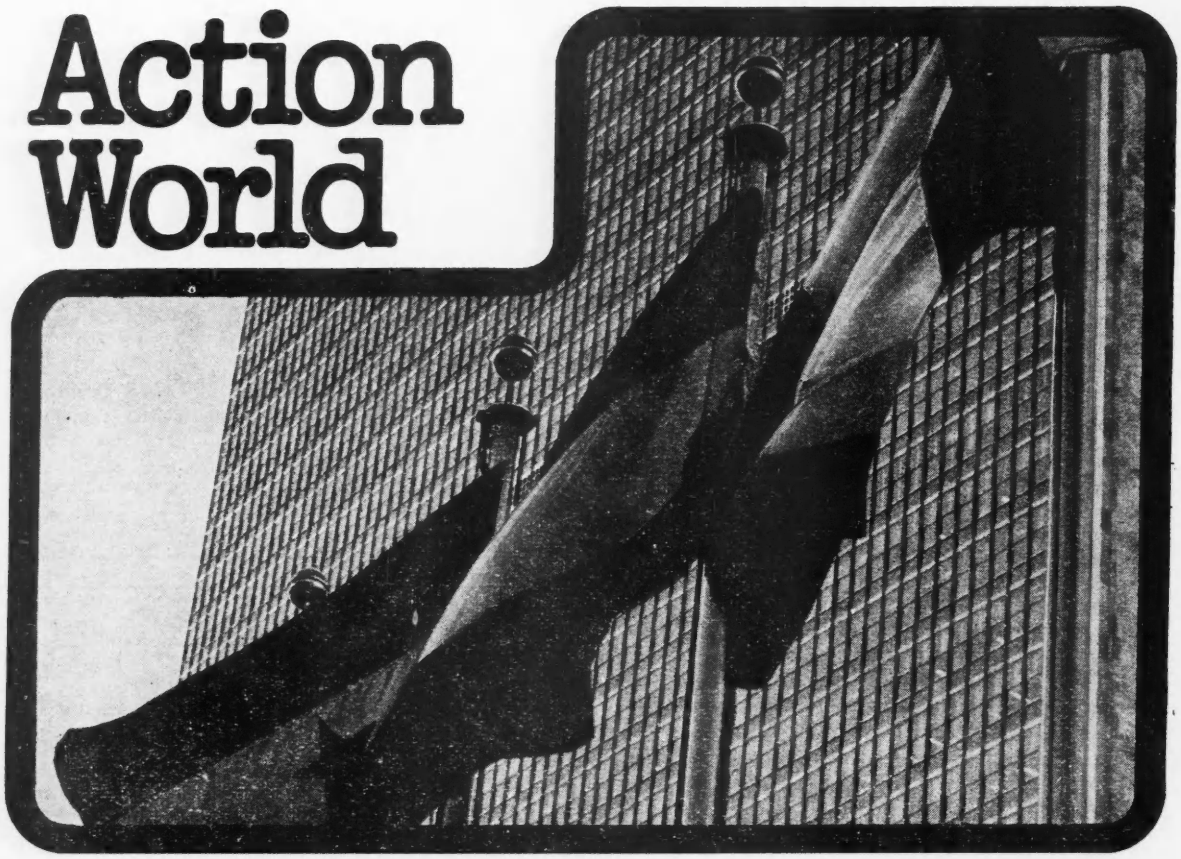

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PREPARING FOR EUROPE—8

Specialisation—a small firm's key to success

This article is one in a series showing how firms are gearing themselves for the enlarged European Community. The series describes preparations being made by managements throughout Britain, in different industries and with labour forces ranging from tens to thousands. Each article will deal with one or more aspects of 'Preparing for Europe'. The complete series will cover sales and marketing, design and production, purchasing, distribution, and implications for trade in the home as well as export markets.

Company:	Celluware Ltd.
Address:	Consett, Co. Durham
Products	Table mats
Labour force:	70
Turnover 1971	£260,000
Exports:	£120,000
Chief markets:	USA, Europe, Australia, Canada

WHEN Celluware's managing director, Mr. Roy George, first visited West Germany 12 years ago, he was told he would not sell a single table mat there. At that time such things were unknown in the country. Now Germany is one of Celluware's most valuable markets.

The way Roy George 'found' a new niche in the market is typical of his approach. The story also illustrates how specialisation plus drive, the ability to find new openings and efficient production methods can be the key to success for a small firm in a vast market such as Europe.

A six-week research tour of the Continent convinced Mr. George of the possiblity of selling table mats to the Germans—despite the pessimism of others. 'I noticed that in many houses, even the modern ones, most lounges and dining rooms were laid out in old traditional styles'. He returned to Consett, prepared a set of olde English hunting scenes and with this one design Celluware later broke into the German market.

'It wasn't easy', he continues. 'It took us two years to find a suitable first class distributor, but we have never looked back since.' Celluware chose a distributor who also handled high class china. They started with cocktail mats which were distributed, sold and advertised alongside the china as if they had always been made for each other.

High quality—new designs

The artistic element has played an important part in Celluware's development. Prints used on the company's mats must be of the very highest quality. Colour work is painstakingly and immaculately reproduced and the finest detail is maintained on the finished mat.

Originality of design is equally important. Roy George spend a lot of time at home and abroad looking for likely pictures or designs to use for future sets of mats.

Traditional English scenes are popular export lines. But new designs are continually introduced. This year Celluware have produced several series of German scenes for sale to overseas tourists in Germany. In particular, a special commemorative set is being prepared this year depicting Munich scenes to be sold during the Olympic Games.

Quick off the mark

The knack of being first in the field is another major factor that has contributed to Celluware's success. 'We were first in Germany,' says Roy George. 'Our original hunting scenes which were the start of it all are now being done by several other firms who have since moved into the market'. The answer is to always keep that one step ahead of the field. Often a small firm is able to move faster off the mark.

Traditional English scenes are still popular export lines in Europe and most markets throughout the world. Picture shows a set of old English inns.

Roy George assumes much of the work himself and has travelled all over Europe on market research exercises. While abroad he is constantly popping into art galleries and museums, walking through the streets and shops to 'feel' the market, and keeping an eye ever open for new ideas for designs. The idea of producing a set for the Olympic Games was conceived some time ago. Background literature to accompany the sets was researched. The sets have already been ordered and now everything is ready in good time.

(continued on next page)

Britain and the EEC

Collected edition of *Trade and Industry* articles available free from DTI

In less than a year Britain expects to be a full member of the EEC. Already many firms are actively preparing to take full advantage of the new opportunities and to meet the new challenge which entry will bring. Many others, especially small and medium sized firms, are only now beginning to consider what membership will mean to them. Some perhaps—especially those not involved in exporting—may even feel that Brtain's entry will have little direct impact upon them. This is very far from the truth.

Membership will have important and far-reaching implications for the whole of British industry, not only in the export field but also in day-to-day operations in the United Kingdom market. It is extremely important, therefore, that all British firms should begin now to familiarise themselves with all those aspects of the EEC—institutions, legislation, trading practices, tariff changes—which will make up the Community environment in which they will be functioning from 1973 onwards.

For many businessmen, with little time to spare, the problem will be where to begin—how to select from a bewildering mass of publications the material that will give them the basic information they need. A good way to start would be to read the series of articles *Britain and the EEC* which has been appearing in *Trade and Industry* over the last six months. Eleven of these articles are now available in a collected edition and can be obtained free of charge from DTI's EEC/EFTA Information Unit.

The series includes background articles on the Treaty of Rome, the European Coal, Steel and Atomic Energy Communities, Community law and regional policy. Practical information, of direct interest to businessmen, is contained in articles dealing with transport, industrial and commercial policy and the free movement of labour. One particularly important article—*Fair Competition in the Community*—deals with Community policy on matters most likely to affect businessmen such as restrictive trade practices, monopolies and mergers. Another useful article provides a guide to the advice and information available from DTI.

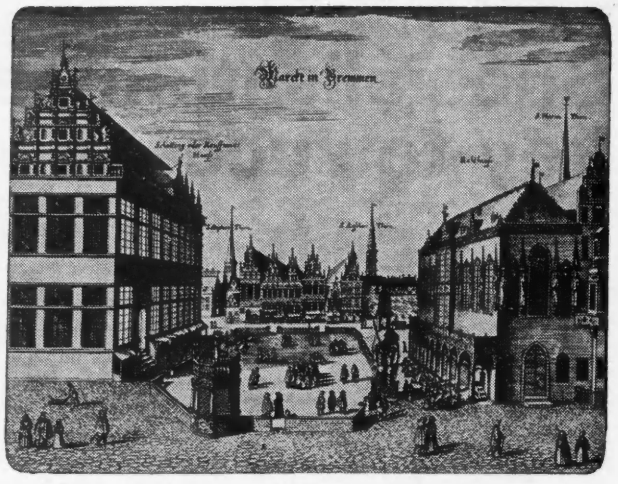
The complete list of titles in the collected edition is as follows:

The Treaty of Rome: an outline of its principal provisions.
The European Coal, Steel and Atomic Energy Communities.
The scope and form of Community Law.
Industrial policy and the Community.
The EEC and the free movement of labour.
Common Market transport policy.
Technology and the Community.
Common commercial policy of the EEC.
Fair competition in the Community.
Regional policy and the Community: the Community's concern with regional problems.
Information and advice on the EEC available from the Department of Trade and Industry.

Further articles in the *Britain and the EEC* series continue to appear from time to time in *Trade and Industry* and, in addition to those in the collected edition, the following articles have now been published:

Selling to the Common Market: prepare now for Britain's entry.
Transitional arrangements for industrial tariffs on joining the EEC.
The EEC/EFTA Information Unit.
The secondary legislation of the European Communities.

Copies of the publication and of individual articles can be obtained free of charge from the EEC/EFTA Information Unit, DTI, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 Ext. 3579 or 2479.



Market place in Bremen—one of the 'German towns' series of mats which Celluware export to Germany where they are in turn sold to overseas tourists.

PREPARING FOR EUROPE
continued

Specialisation

Several times in the past Celluware have considered the possibility of branching out into other lines, such as trays, but decided that their resources could be most profitably employed by specialising in mats.

Specialisation has also meant looking for and taking on specialist lines. Two years ago the company produced one and a half million cocktail mats for a European champagne producer. This project induced the company to buy its own printing machines which it now uses for some sales literature as well as its mats.

Roy George is confident of Celluware's ability to compete in the enlarged European Community. He does not regard a firm's size an important factor in determining success. What counts is efficiency and doing what you are best equipped to do well.

Since the formation of the Community small firms have flourished and increased in the EEC. Proof that there is most definitely a role for enterprising companies of all sizes in the enlarged Community.

Modernisation—a continuous process

Celluware plough as much as possible back into improving production methods. Modern plant and processes have enabled the company to remain highly competitive and reduce costs and overheads. Modernisation is a continuous process. Over the last eight years £75,000 has been spent on renewing and improving facilities.

Last year £10,000 was spent, which included the installation of new spraying and drying processes. 'Our production and sales are up by 30 per cent on last year,' says Roy George, 'entirely through more efficient production. We did not have to take on extra staff and overtime is unheard of here.' Further expenditure of £5,000 is planned in the near future.

Being in an assisted area has helped Celluware enormously. 'With Government aid we have been able to achieve in five years what would otherwise have taken us 15'.

Holding prices down

Prices of Celluware 'Pimpernel' mats at present anticipate the company's expected position after Britain joins the European Community. Several factors—particularly efficient

production and specialisation—have enabled Celluware to hold prices both at home and in Europe for the last two years. In some markets competitors are selling comparable mats at 20 per cent higher prices. Tariffs or no tariffs, Celluware sell at the same price throughout Europe. For example prices are the same in Germany as they are in Austria—an EFTA market.

Celluware show at the Hanover Fair every year, at Frankfurt twice a year and at other important overseas exhibitions. But apart from this and prestige advertising placed by their agents, the company has undertaken little European promotion in the past. It will now be looking into the possibilities.

The gradual removal of the CET on exports to the EEC and the UK tariff on imports of prints for use on Celluware mats (both around 16 per cent) will increase the profitability of Community markets and could provide scope for extra promotion and research into new markets.

'There are other markets in Europe which still need to be worked on', says Roy George, 'Italy for example has not yet been converted to using cocktail and table mats.

'This year we expect a turnover of about £350,000. The time has come to budget for promotion expenditure to build up to half a million pounds sales figure.'

BRITAIN AND THE EEC—17

Community agreements with Mediterranean countries

As a result of our accession to the European Economic Community, we shall become parties to a number of association and preferential agreements with countries in the Mediterranean area. There are already in existence seven EEC agreements with Mediterranean countries—with Greece, Turkey, Morocco, Tunisia, Spain, Israel and Malta—and four more (Egypt, the Lebanon, Cyprus and Algeria) are being negotiated or are likely to be negotiated. The UK has reciprocal preferential ties at present with two of the 11 countries, Malta and Cyprus, both of whom are in the Commonwealth Preference Area. The 11 markets took 6 per cent of our exports in 1971 and supplied 3¼ per cent of our imports.

The concessions on each side vary considerably between the existing Community agreements. The association agreements with **Greece** and **Turkey** are the oldest and most far-reaching of the existing agreements and provide for the ultimate achievement of customs unions and the possibility of full membership of the Community. On the Community side, practically all industrial goods from Greece and Turkey already enter free of duty and there are numerous agricultural preferences. On the other side, Greece will by 1974 be giving duty free entry to a considerable proportion of her imports from the Community: Turkey has only just begun the process of tariff reduction; and both countries are gradually liberalising their quantitative restrictions.

Under the agreements with **Morocco** and **Tunisia**, the Community gives duty-free entry for most industrial goods and certain concessions on agricultural products. In return Tunisia grants preferential tariff reductions of 20-30 per cent on some goods and both countries give quota concessions. The present agreements are regarded as 'first-stage' agreements, and 'second stage' agreements, which will be wider in scope, will be negotiated in time to come into force in 1974. As beneficiaries of the Generalised Preferences Scheme, Morocco and Tunisia already obtain duty-free entry for most manufactures and semi-manufactures in most industrialised nations including the UK.

The Community's agreements with **Spain, Israel** and **Malta** provide basically for exchanges of preferences, with the ultimate aim of free trade after these 'first-stage' agreements are replaced by new agreements in 1975-6. For most industrial goods the Community is obliged to reduce the CET by 70 per cent to Malta, by 60 per cent to Spain and by 50 per cent to Israel. Spain and Israel also obtain tariff preferences for some of their agricultural exports. On the other side these countries have progressively to grant tariff preferences to the Community ranging from 10 per cent to 60 per cent and there are also preferential quota concessions for Community exporters.

Under Article 108 of the Treaty of Accession, the acceding countries are obliged to apply the provisions of the existing agreements (and of any new Mediterranean agreements concluded this year) from the date of accession, taking into account transitional measures and adjustments which may appear necessary and which will be incorporated in Protocols to be concluded with the co-contracting countries. These enlargement Protocols must be negotiated this year between the Community and its Mediterranean partners. The acceding countries are fully consulted on the Commission's mandate for each negotiation and attend the negotiations themselves as observers. Negotiations with Greece and Turkey are in progress but those with the other five Mediterranean countries have not yet begun. It is not yet possible, therefore, to give details of how the UK will align with these agreements.

British exporters requiring further information about specified preferences *at present given by the 'Mediterranean Agreement' countries to goods from the Community* should contact Tariff Section of Export Data Branch at the address below, giving details of the product and the importing country in which they are interested:

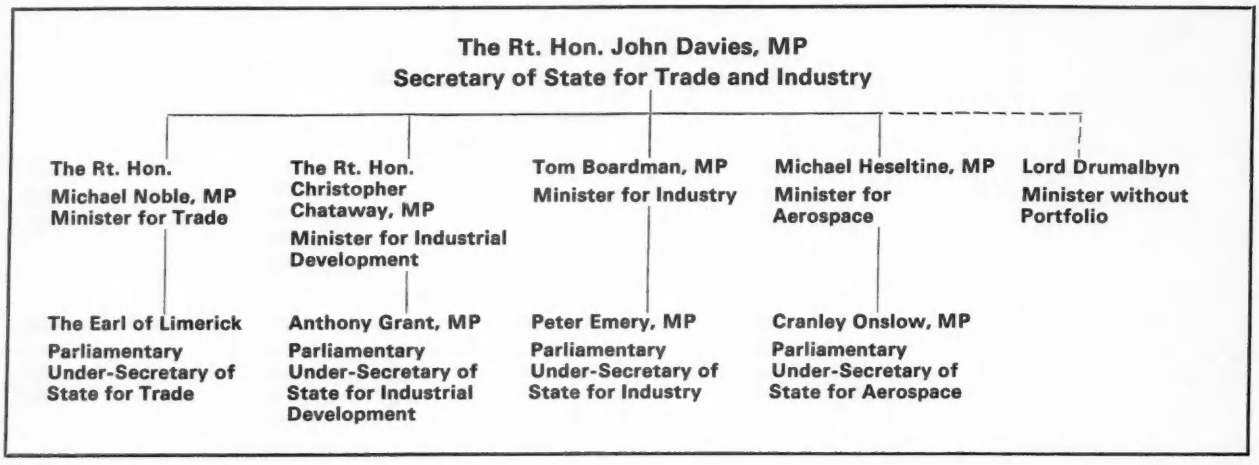
Tariff Section/Export Data Branch,
Department of Trade and Industry,
50, Ludgate Hill,
London EC4M 7HU,
Tel: 01-248 5757
Ext. 462 or 471 for Spain and Malta
Ext. 420 or 475 for the other five 'Mediterranean Agreement' countries.

Information about specified preferences *at present given by the Community* to goods from the 'Mediterranean Agreement' countries can also be obtained from Tariff Section of Export Data Branch (ext. 7174 and 408); the exporting country should be specified in all such enquiries. Details of how the EEC's Mediterranean agreements will apply to the UK will be published in a further article in *Trade and Industry* when the negotiations to adapt the agreement to take account of enlargement have been concluded.

Ministerial duties and organisation at the DTI

Mr. John Davies, Secretary of State for Trade and Industry

Following the Ministerial changes and the establishment of the Industrial Development Executive on April 10, the new top-level organisation of the Department of Trade and Industry is as set out in the following table:


The Rt. Hon. John Davies, MP
Secretary of State for Trade and Industry
The Rt. Hon. Michael Noble, MP Minister for Trade
The Rt. Hon. Christopher Chataway, MP Minister for Industrial Development
Tom Boardman, MP Minister for Industry
Michael Heseltine, MP Minister for Aerospace
Lord Drumalbyn Minister without Portfolio
The Earl of Limerick Parliamentary Under-Secretary of State for Trade
Anthony Grant, MP Parliamentary Under-Secretary of State for Industrial Development
Peter Emery, MP Parliamentary Under-Secretary of State for Industry
Cranley Onslow, MP Parliamentary Under-Secretary of State for Aerospace

The detailed allocation of responsibilities among the Ministers and Parliamentary Under-Secretaries is as follows:

Secretary of State for Trade and Industry: The Rt. Hon. John Davies, MP

Parliamentary Private Secretary: Michael Shaw MP

(*a*) Overall industrial and commercial policy
(*b*) Co-ordination of European Community policy

Minister for Trade: The Rt. Hon. Michael Noble, MP

Parliamentary Private Secretary: Philip Holland MP

Mr. Noble has responsibility for

Overseas

(*a*) Commercial and trading policy with the European Communities and all other countries and organisations except Africa, Eastern Europe, the Middle East, China, Korea and North Vietnam.
(*b*) Export promotion. The Minister is President of the British Overseas Trade Board and in that capacity deals with issues arising from the work of the Board and with the National Exhibition Centre.
(*c*) Shipping and marine matters.

Home

Insurance and companies and competition policy.

Mr. Noble is assisted by the

Parliamentary Under-Secretary of State for Trade: Lord Limerick

Lord Limerick has special responsibility for

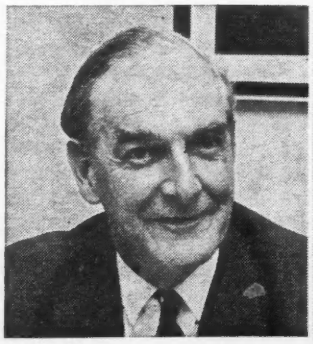
Overseas

(*a*) Tariff matters.
(*b*) Overseas finance and Export Credits Guarantee Department work generally.
(*c*) Commercial relations with Africa, Eastern Europe, the Middle East, China, Korea and North Vietnam.

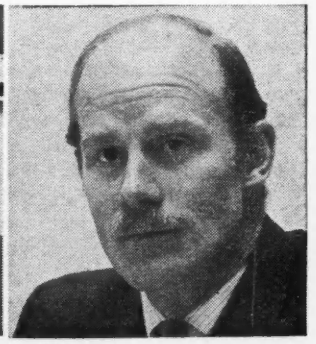
Home

(*a*) Consumer protection
(*b*) Insurance and companies: casework arising from the exercise of supervisory powers; all matters relating to new legislation.

On certain House of Commons business, as shown below, Mr. Noble is also assisted by Mr. Emery and Mr. Onslow.



Mr. Noble



Lord Limerick

Mr. Chataway

Mr. Grant

Mr. Boardman

Mr. Emery

Minister for Industrial Development: The Rt. Hon. Christopher Chataway, MP

Assisted by the Parliamentary Under-Secretary of State for Industrial Development: Anthony Grant, MP

Parliamentary Private Secretary: Tom King MP.

Mr. Chataway and Mr. Grant are responsible for the Industrial Development Executive covering:

(*a*) Industrial Development including regional policy and DTI Regional Offices
(*b*) Tourism, services and distribution
(*c*) Industrial Development Unit
(*d*) Chemicals and Textiles
(*e*) Vehicles, mechanical engineering and manufacturing machinery
(*f*) Computers, systems and electronics
(*g*) Minerals, metals, electrical engineering and process plant
(*h*) Shipbuilding
(*i*) Paper, printing and publishing
(*j*) Films
(*k*) Small firms (for which Mr. Grant has special responsibility)

Minister for Industry: Tom Boardman, MP

Parliamentary Private Secretary: John Hannam, MP

Mr. Boardman has responsibility for

(*a*) Energy policy.
(*b*) Coal.
(*c*) Electricity.
(*d*) Gas.
(*e*) Oil.
(*f*) Iron and steel.
(*g*) Atomic energy and the United Kingdom Atomic Energy Authority.

Mr. Boardman is assisted by the

Parliamentary Under-Secretary of State for Industry: Peter Emery, MP

Mr. Emery has special responsibility, **in respect of the industries within the field of the Minister for Industry,** for

(*a*) Social and environmental questions.
(*b*) Safety and health.
(*c*) Consumer protection.
(*d*) Consultative councils.
(*e*) Detailed aspects of European Community and international policies.
(*f*) Ancillary activities of the nationalised industries.
(*g*) Further development of the Continental shelf.

Mr. Emery will also assist the Minister for Trade on House of Commons business on European Community and tariff matters.

Mr. Heseltine

Mr. Onslow

Minister for Aerospace: Michael Heseltine, MP

Parliamentary Private Secretary: Cecil Parkinson, MP

Mr. Heseltine has responsibility for

(*a*) Space and aerospace.
(*b*) Civil aviation.
(*c*) Research and development.
(*d*) Standards, weights and measures including metrication.

Mr. Heseltine is assisted by the

Parliamentary Under-Secretary of State for Aerospace: Cranley Onslow, MP

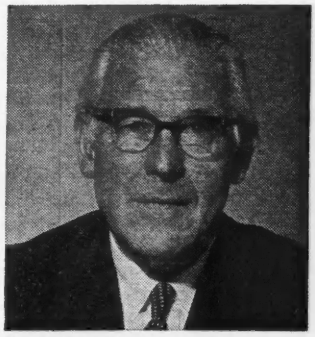
Mr. Onslow has special responsibility for

(*a*) Relations with the Civil Aviation Authority and British Airports Authority on airports planning and policy.
(*b*) United Kingdom policy concerning international air services agreements.
(*c*) Private flying.
(*d*) Standards, weights and measures including metrication.

Mr. Onslow will also assist the Minister for Trade on House of Commons business on consumer protection.

Minister without Portfolio: Lord Drumalbyn

The Minister without Portfolio is the Department's spokesman in the House of Lords on all matters falling within the responsibility of the Minister for Industry, the Minister for Industrial Development and the Minister for Aerospace. (House of Lords business on matters falling within the responsibility of the Minister for Trade will be dealt with by Lord Limerick.)



Lord Drumalbyn

Mr. Davies to visit Iran

MR. John Davies, Secretary of State for Trade and Industry, will visit Iran from May 27 to 29 at the invitation of the Iranian Minister of Economy, for the first meeting of the Anglo Iranian Joint Economic Commission. Mr. Davies will also be meeting other Iranian Ministers for discussions on matters of mutual commercial and industrial interest.

The Anglo Iranian Joint Economic Commission is being set up following a visit to London by the Iranian Minister of Economy, Mr. Ansari, in January 1972. It will provide a continuing forum in which matters of mutual interest in the commercial, industrial and economic fields can be discussed.

Government's objective to maximise this country's gain from international trade

—Mr. Michael Noble

'WITHIN the general aim of expanding world trade as a whole, it is obviously the Government's objective to maximise this country's gain from international trade,' said Mr. Michael Noble, Minister for Trade speaking on May 22 at the Esso Motor Hotel, Maidenhead at the British Junior Chamber of Commerce International Trade Workshop.

'This means exploiting to the full all the profitable export opportunities we can find. This must be the aim both of the country as a whole and of individual exporting firms, and I would suggest that this basic objective must be at the back of your minds during all the discussions you have during the next two days.

'We in DTI are naturally looking forward with the utmost interest to what the British Overseas Trade Board will recommend for the future pattern of export promotion expenditure and exporters throughout the country will, of course, share our interest. Nevertheless it is important that the efforts of the official export promotion programme should be seen in perspective. The official services make a very valuable contribution to this country's exports as many experienced export managers have testified. We must nevertheless recognise that the official services operate only at the margin. They have often made a useful and in some cases a vital contribution to the sales effort of an energetic export manager. But they can only act in support of exporting firms. In default of properly organised exporting firms, with enthusiastic export managers, the official export promotion services can do nothing to promote this country's exports. The secret ingredient was the enthusiasm and drive of the firm concerned.

Mr. Noble said that British industry would have to seize the opportunities the enlargement of the EEC would represent. He went on 'a British firm can sell anything provided—and it is an important proviso—that it has the enthusiasm and the organisation to show its potential customers that it really does offer a better deal. It is by the abilities of the management of individual firms that our export efforts succeed or fail'.

Dollar Area grapefruit juice

FROM May 22, 1972, unpasteurised frozen grapefruit juice concentrate within Tariff heading 20.07 may be imported from the Dollar Area without restriction under the authority of the Open General Import Licence.

Notes

The Dollar Area quota restriction on citrus juices is maintained for the benefit of Commonwealth suppliers. From time to time alterations are made in the detailed arrangements.

Unpasteurised frozen orange juice concentrate may already be imported from Dollar Area sources without restriction under the authority of the Open General Import Licence.

The Open General Import Licence defines the Dollar Area as: Bolivia, Canada, Columbia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Competition for research on small firms

DTI TO AWARD £2,000

The Department of Trade and Industry announces an open competition for a research grant of £2,000 to be awarded to the best proposal for a six months research project. The research may examine any aspect of the operation, management or exporting activities of small firms in any sector(s) of trade or industry.

Applications are invited from suitably qualified individuals in any walk of life (except Civil Servants) who are currently resident in the United Kingdom.

The successful applicant will be responsible for carrying out the research and for submitting a report to the Department within six months of the commencement of the research, which must have been started by 30th November, 1972. Closing date for entries to the competition is 3rd July, 1972.

Full details and application forms can be obtained from the Department of Trade and Industry, Small Firms Division (2), Room 245, Abel House, John Islip Street, London, S.W.1, telephone 01-834 4422, Ext. 361 or 14.

Representatives of organisations concerned with small firms were invited to a reception last week by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, who has special responsibility for small firms. The Minister (second from right) is talking to Mr. J. Bolton, chairman of the Bolton Committee on Small Firms. On the left are Miss S. Pickett, of the Smaller Businesses Association, and Mr. H. J. Gray, of the CBI Smaller Firms Council. In the background is Miss S. M. Cohen, of the DTI Small Firms Division.

Expansion on industrial estates

THE Department of Trade and Industry are financing a land-clearance and development scheme at Hirwaun Industrial Estate to prepare about 50 acres for future factories.

The Welsh Industrial Estates Corporation, who administer the Hirwaun Estate as Agents, have awarded a contract for the work, due for completion in the spring of next year. The land adjoins the northern side of the new Heads of the Valleys road extension under construction.

At Camborne the English Industrial Estates Corporation are building a major extension to the factory occupied by Teddington Autocontrols Ltd. It is only a few months since the company occupied a 20,000 sq. ft. advance factory at Camborne, and this is now to be extended by 29,386 sq. ft. Work has already been started, and the building should be completed by early 1973.

General Music Strings Ltd. and associated companies, Peter & Nicholas Engineering Co. Ltd. and Estate Printers Ltd., who currently jointly occupy factory premises on the Treforest Industrial Estate, are to undertake a reorganisation and expansion of their production facilities. General Music Strings Ltd. recently acquired the former South Wales Electricity Board Depot site at Treforest which will enable the companies to undertake a phased programme of extension and reorganisation. Work is already under way on Phase 1 of the scheme involving substantial adaptation and renovation of the SWEB premises to accommodate the expanding activities of Peter & Nicholas Engineering. An application for grant assistance towards the cost involved in the first phase is currently under consideration by the Department of Trade and Industry.

Visit by British overseas commercial representative

THE following Commercial Diplomatic Officer is expected to be in this country shortly, when he will be available for discussion.

Jordan

P. D. D. Warden, Second Secretary (Commercial) in Amman since May 1971.
Available: July.

British firms and organisations, other than those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and the London and South Eastern Region, who wish to meet this officer to discuss specific export problems are asked to write for appointment to the appropriate Department of Trade and Industry Regional Director (Exports) stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the areas covered and the appropriate offices for Northern Ireland were listed on page xlviii of the supplement to *Trade and Industry* of October 21, 1971). Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary, to meet the officer for an interview in London) should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Closure of Marine Office at Victoria Docks

THE Department of Trade and Industry Mercantile Marine Office at Victoria Docks, Connaught Road, London E16 2RL has closed down. The business hitherto transacted at this office is now transferred to the Mercantile Marine Office, Dock Street, London E1 8LJ (Tel. 01-480 6501).

Disclosure of information about imports

CONSIDERATION is being given under Section 3 of the Finance Act 1967 to the disclosure of information relating to the import of the following goods:

SITC(R)		Code Number
732.89	Parts and accessories of the motor vehicles falling within 712.5 and 732.1 to 732.5.	
	Other—	
	For motor vehicles used in the transport of persons, goods or materials, and for road tractors for semi-trailers—	
	Axles	8706 0421

The Government are consulting the Association of British Chambers of Commerce in this proposal, and the Association will take into account any views received from importers by June 14, 1972.

The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London EC4N 1SL.

Could your export office be more efficient?

Export offices must be equipped to meet the challenges facing Britain's exporters in the 1970's. Is yours?

To help you meet these challenges the Department of Employment has set up a course in export office procedure for staff in exporting departments.

The course covers the procedure, documentation and particular problems associated with exporting—such as containerisation and their shipping forms.

The course also explains the basic principles of passing on information, thus helping those taking the course to implement export procedures within their own organisation.

All applicants should be experienced in clerical work.

Each course lasts five days, and the fee is £28 per place.

Courses are held regularly in England, Scotland and Wales and special arrangements can be made for companies or organizations in their own premises or at a local venue.

For further details and a list of courses already planned, please write to: The Senior Training Officer, (TE4), Department of Employment, Ebury Bridge House, Ebury Bridge Road, London, S.E.1., or to any Regional Office of the Department.

DE Department of Employment

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade & Industry, Kingsgate House, 66-74 Victoria Street, London, SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 8.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	4-Chloro-2-cyclopentylphenol	as in previous column	December 31, 1972	13912
29.14	Ethyl 2-chloropropionate	Ethyl-alpha-chloropropionate	December 31 1972	13910
	3,5,5-Trimethylhexanoic acid	iso-nononoic acid	December 31, 1972	6186
29.16	Octyl 2,4,5-trichlorophenoxyacetate, mixed isomers	2,4,5-Trichloro phenoxyacetic acid iso octyl esters	December 31, 1972	13906
29.25	Allantoin	as in previous column	December 31, 1972	13917
	1-Hydroxymethyl-5,5-dimethylhydantoin	as in previous column	December 31, 1972	13903
29.26	Di-[2-(1,3-dimethylbutylideneamino)ethyl] amine	Di-(2-(1,3-dimethyl butylideneamino) ethyl)amine	December 31, 1972	13913
	1-(Di-[2-(1,3-dimethylbutylideneamino)ethyl]-amino)-3-phenoxypropan-2-ol	1-(Di-(2-(1,3-dimethylbutylidene-amino)ethyl)-amino)-phenoxypropane-2-ol	December 31, 1972	13916
29.27	Dichlobenil	2-6 Dichlorobenzonitrile	December 31, 1972	12538
29.28	Azoformamide	Azo-dicarbonamide (1,1'-azobisformamide)	December 31, 1972	13886
29.31	*n*-Dodecane-1-thiol	as in previous column	December 31, 1972	13686
29.35	Acriflavine	as in previous column	December 31, 1972	13882
	6-[2-(5-Nitro-2-furyl)vinyl] pyridazin-3-ylammonium chloride	1-(5-nitro-2-furyl)-2-(6-amino-3-pyridazl)-ethylene hydrochloride (nifurprazine)	December 31, 1972	13909
29.39	Thyrocalcitonin, porcine	Porcine thyrocalcitonin(crude)	December 31, 1972	13911
39.01	Polyimide film not exceeding 46 cm in width, uncoated or coated with fluoro carbon resin and having a total thickness not greater than 0.2 mm.	Kapton tape	December 31, 1972	12371
39.03	Cellulose acetate propionate in the forms covered by Note 3(b) of Chapter 39	Cellulose acetate propionate, extrusion grade	December 31, 1972	11342
73.15	Heat resisting wire, not plated, coated or covered, of metal alloy containing by weight the following: Chromium Not less than (per cent) 19.0; Not more than (per cent) 26.0; Aluminium 4.0; 5.5; Manganese 0.10; 0.50; Iron Balance; Balance; and not more than a total of 2 per cent by weight of substances other than Chromium, Aluminium and Manganese	Heating element material	December 31, 1972	12269

NOTE REVISED DEFINITIONS

Interested parties will wish to know that the definition for high resolution photographic emulsion plates (37.01) has been revised as follows:

Photographic plates on a glass base of flatness 0.001 in. or less per linear inch, of thickness between 0.058 in. and 0.092 in., of a length and width between 2 in. and

Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, speaking in London at a seminar on communications in the Common Market. On the right is Lord Selsdon, a British delegate to the Council of Europe, and deputy chairman of Research Services Ltd., and on the left Mr. Robert Polendine, chairman of Forman House Public Relations Ltd., which organised the seminar.

Mr. Tom Boardman (centre), Minister for Industry, is seen during a visit to the Scunthorpe Group of British Steel Corporation's General Steels Division. Mr. R. B. Atkin (left), general manager of Appleby-Frodingham Works, is describing progress on the group's Anchor Project of modernisation and extension. On the right is Lord Melchett, BSC chairman.

4 in., with an emulsion on one side and an anti-halation layer either incorporated in the emulsion or on the reverse side: the emulsion being between 5 and 7 micrometres thick, having a spectral sensitivity peak at about 520 nanometres and capable of resolving in excess of 2,000 line pairs per millimetre, and having an average surface contamination per square centimetre of less than five particles of a diameter greater than 2 micrometers.

Interested parties will wish to know that the definition for oxygen free high conductivity copper (74.01) has been revised as follows:

Copper alloy containing not less than 99.8 per cent by weight of copper and not less than 0.08 per cent nor more than 0.11 per cent by weight of silver as the major alloying element, in the form of billets of a diameter of not less than 149 mm. nor more than 156 mm. and of a length of not less than 1,358 mm. nor more than 2.480 mm.

Purchase tax on drugs and medicines

THE Commissioners of Customs and Excise have made a Direction under section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 2) Direction 1972 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from May 18, 1972, is to make the following additions to the entries contained in the schedule to the Purchase Tax (No. 5) Order 1971.

The additions

TO HEAD II OF THE SCHEDULE

Baclofen;

Aptocaine hydrochloride;

Piritramide:

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction.

Traders known to be concerned are being separately notified.

Tonnage measurement of ships: instructions for guidance of surveyors

THE Department of Trade and Industry published on September 13, 1971 the first of three volumes of Instructions to Surveyors on Tonnage Measurement of Ships. The final two volumes 'Measurement of Suez Canal Tonnage' and 'Measurement of Panama Canal Tonnage' were published on May 22.

Together with the volume on British Tonnage Measurement the three volumes supersede the 1956 publication 'Tonnage Measurement of Ships' and the 1955 publication 'Measurement of Vessels for the Panama Canal'. The volumes are in loose leaf form to facilitate later amendment and arrangements can be made upon purchase to obtain amendments as they are issued.

The final two volumes may be obtained from HMSO or through any bookseller, price £2.30 and £2.20 respectively.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
April 28, 1972		
1,048,551	Robert Edwin Jones	Combined line storage tank and booster electric water heater
1,233,985	Creusot-Loire (formerly) Societe Des Forges Et Atliers Du Creusot	Apparatus for pulverising and drying rough quarried materials
May 1, 1972		
1,132,298	C.I.T-Compagnie Industrielle des Telecommunications	An oscillator comprising field effect transistors
1,144,624	VIGIFEU	Fire detection device
1,166,419	Automobiles Peugeot and Regie Nationale des Usines Renault.	Individual safety device for a vehicle user
1,182,879	Creed and Company Ltd.	Data transmitting apparatus
1,182,999	Fiat Societa per Azioni	Device for adjusting the tension of transmission belts or chains
1,203,345	Herman Fendt and Xaver Fendt	Lateral brace for lower hoisting unit links on agricultural tractors or the like
1,215,280	Compagnie Generale D'automatisme	Self adhesive label and label dispensor
1,244,687	Cables de Lyon Alsacienne	Machine for the continuous production of helical circular wave guides, and wave guides produced by this machine
May 4, 1972		
1,133,580	Poclain	Combined earth working machine and mechanical loader
1,185,863	The Midlands Electricity Board	Pruning equipment
1,192,322	The Midlands Electricity Board	Insulating devices
1,232,132	The Midlands Electricity Board	Adjustable climbing irons
1,247,863	The Midlands Electricity Board	Devices for operating on live wires
1,126,998	International Standard Electric Corporation	Digital coder
1,202,950	International Standard Electric Corporation	Automatic telecommunication exchange
1,228,403	International Standard Electric Corporation	Electronic DC voltage divider

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

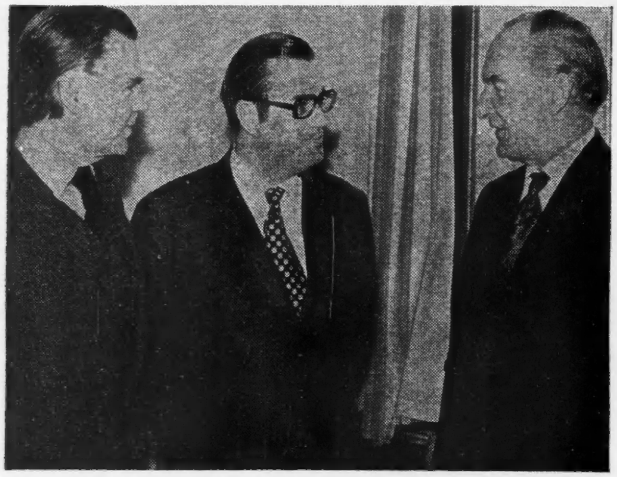
E. ARMITAGE
Comptroller

Mr. Noble speaks on opportunities for British exporters in Latin America

THE Latin American countries have a need and a desire for British technological skills and equipment and Britain is now once again beginning to recognise this, said Mr. Michael Noble, Minister for Trade in London on May 16. He was speaking at the Latin-American Seminar sponsored by the Government which was opened by the Prime Minister the same day.

Mr. Noble said that in the past five years British exports to Latin America rose from £170 million to £337 million per year. Though Britain was doing reasonably well in this market we could and needed to do much more.

'People with only a superficial knowledge of Latin America tend to think and speak of the area as one market,' he said. 'You might just as well talk of exporting to Europe or to Africa. How can you treat as one market some 20 countries that lie between latitudes 32½ degrees North and 55 degrees South. It is a heterogeneous area and the countries differ widely in their political, social, and economic status. Each country is a unique market with characteristics, problems and opportunities of its own. Each market needs separate and careful study; some offer better opportunities for trade—sometimes outstanding—than others. I know that some of you present represent firms that have done just this—studied the markets and grasped the opportunities.



The Brazilian Minister of Commerce and Industry, Senhor Pratini de Morais (centre) was at the Department of Trade and Industry last week with the Minister for Trade, Mr. Michael Noble (right). On the left is the Brazilian Ambassador, Senhor Correa da Costa. The two Ministers had further discussions on trade, following on from their talks during Mr. Noble's visit to Brazilia last month. Senhor Pratini de Morais was leader of the Brazilian trade mission which has completed a 10-day visit to Britain. In March 1974 there will be a major British industrial exhibition in Sao Paulo.

Market potential

'I know at first hand something of the potential of these markets and their need for the technology Britain can offer, since I have had the good fortune to have visited a number of them over the last two years. Perhaps the most important lesson I have learned is that the more advanced Latin American countries will be less interested in buying manufactures from us than in looking to us for help in establishing joint ventures with shared management, and capital and technology supplied by us.

'In saying this I am well aware of the successful manufacturing operations some British companies are already conducting in Latin American markets and I should like to take this opportunity of congratulating them and wishing them all success in the future. My real object in raising this subject is to persuade companies with little or no direct experience of the markets that the long established practice of trading through agents needs to be carefully reviewed in present day circumstances. However good an agent may be—and good ones likely to give you undivided attention are very rare—he can do little to promote your sales in the face of high tariff barriers set up to protect the development of local industries engaged in the same line of manufacture as yourself. In this kind of situation, which is becoming more and more frequent each year, the only way into the market is on a partnership basis. The problem, therefore, is not in finding a good agent but in finding an enterprising and well managed local business able to turn to profitable account the technology, components, training, capital or whatever it may be you or your side can supply. Believe me, this form of trading will be the pattern of the future—it would be as well to keep this point constantly in mind.'

The Minister said the UNCTAD meeting in Santiago had put the problem of Latin America into a wider context. 'Latin America itself covers a wide range of the spectrum of development,' he said. 'It includes countries which are far along the road of development, with major and modern industries for steel and cars and petrochemicals and capital goods, yet it also includes many millions of people who live in conditions which have changed but little in centuries. The very range of stages of development within Latin America then makes clear how long a process development is bound to be, and that to talk of UNCTAD III in terms of "make or break" is unrealistic, just as I hope it is equally misguided to see it as a confrontation. If there is to be progress in development of the Third World at a rate which is commensurate with the gravity of the problem we need collective effort not confrontation. And even with collective effort it is a problem which will only yield slowly, it will not be made or broken by hopeful resolutions if they are unattainable.'

Speaking of the work of the Export Credits Guarantee Department he said it was even more important to our trading relations with Latin America than to our trade elsewhere. 'To put the matter in perspective, ECGD insured last year some 38 per cent of our exports in general, but it insured 76 per cent of our exports to Latin America' he said.

'It is easy to see why this should be so. I have already emphasised that Latin America is largely self-sufficient in consumer goods; but the more advanced Latin American countries—not only made many of their own capital goods but also export them. The capital goods they import therefore tend to be large and complex or otherwise technologically advanced, so that they are naturally bought on credit terms. Although a developed country like ours, which imports raw materials for cash and re-exports them in the form of machinery or sophisticated products, may be forgiven if it sometimes thinks it just as possible to have too much commercial credit as too little, there is no denying that such credit is an indispensible part of international trade. And I am sure that my Latin American friends will not mind my saying that one reason why ECGD is so active in the subcontinent is the skill its inhabitants use—understandably enough—to extract long credit from their suppliers. Thus ECGD stands squarely in the middle of the commercial picture.

'You will also have read in the seminar papers that under legislation, now passing through its last stages, ECGD will have powers to insure the British investor against unforeseeable political and economic misfortunes.

'More precisely, ECGD will give cover, which can extend to 15 years, against the risks of war, expropriation and prolonged inability to remit funds deriving from investments. They will of course be influenced, and properly so, by the investment climate prevailing abroad. The Bill has yet to become law, so the plans for this scheme are not yet final. But as soon as Parliament does pass the Bill, the Department will be open for business. This is a field of activity which has not previously been attempted in this country—though it has been tried elsewhere and we hope to learn from the experience of other countries. ECGD properly intends not to commit itself to any stereotyped form of procedure but to retain the maximum amount of flexibility, so as to give a service which meets as best can be achieved the needs of investors. The purpose of the scheme is to promote investment and that will be kept in mind in its operation. And so I hope that it will encourage firms which have not previously done so to look at the possibility of investing in those Latin American countries that welcome them. They should consult ECGD at the earliest possible moment. I hope, and I am sure, that its operations will make a substantial contribution to the expansion of our trade with the Latin American countries.'

Electronics industry should benefit from new measures

—Mr. Anthony Grant

'THE electronics industry should benefit from the Government's new national incentives for industrial investment', said Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, 'and because the industry is widely dispersed throughout the United Kingdom it should benefit from the new regional measures as well.'

Speaking at the annual luncheon of the Electronic Engineering Association in London on May 17, Mr. Grant said 'We in DTI are fully aware of the importance of the electronics industry, and within it, the part played by the capital goods industry. The health of the industry is bound up with the health of the economy as a whole and the Government has set the national economy on a course of growth by the most powerful system of national and regional incentives we have seen in this country since the war.

'Nationally, we must get rapid and sustained growth. To strengthen our competitive position in the European and world markets, we must move from being a low-investment country. We need modernisation throughout Britain; confidence in expanding markets and full use of the new fiscal incentives we are providing.

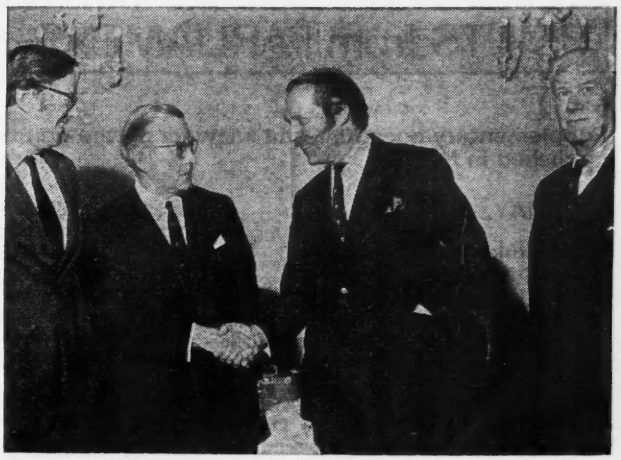
'Regionally, we have to make sure that the less-prosperous areas share in expansion and modernisation to a considerably greater extent than they have in the past. This is necessary—not only on humanitarian and compassionate grounds—compelling as they are—but also in the national interest to avoid economic waste. The new Regional Development Grants; the extension of intermediate areas, the broadening of selective assistance to industry; and, not least, the setting up of the Industrial Development Executive within the DTI, with strong roots in the regions, will give a strong impetus to expansion and modernisation.

'Last week, we presented a Bill to Parliament to obtain the powers needed to make these changes effective. But already the Industrial Development Executive is taking shape. Experienced people from industry and commerce are being brought in.

'I know that many of you are interested in the small print of the new investment incentives and the method of application. These matters will become clearer as progress is made with the legislation. But I think it will be of some interest if I say that in the case of a typical industrial investment project, containing both new plant and machinery and industrial buildings, a profitable firm in the special development and development areas will, on a discounted basis, recover over half its expenditure through grants and tax allowances.

'The Government measures to assist industry which I have mentioned, come at a crucial time in our economic history. Entry into Europe is less than eight months away. This is the time to consider very seriously the new possibilities that will be opened up progressively by faster growth at home and new opportunities in the Community.

Mr. Grant went on to say 'The past year has seen some significant developments in the computer industry. For the first time in the history of the computer industry we have witnessed a temporary recession, which began in the United States in 1970 and spread to Europe in 1971. But there are already hopeful signs that this situation may soon change for the better, and, taking the longer view, it has been predicted that, by 1980, the world computer industry will have grown to be the third largest industry, after petroleum and motor vehicles. With such a prospect it is of the highest importance for a technologically advanced nation to be ready to take full advantage of the opportunities which will present themselves, and I believe that the computer industry in this country is well placed to do so.



Mr. Anthony Grant (second from right), Parliamentary Under-Secretary of State for Industrial Development, gave a speech at the annual luncheon last week of the Electronic Engineering Association. He is being greeted by Dr. B. J. O'Kane, President of the association. On the left is Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, and on the right Capt. R. A. Villiers, Director of the EEA.

'Already we have in the United Kingdom the largest indigenous computer manufacturer in the Western world outside the United States. We welcome the contribution of the United States Companies to the United Kingdom computer scene but at the same time we must not overlook the important contributions that the British small computer and peripherals, software, and components industry makes to the world computer industry. I am pleased to note the successes of our industry in world markets for storage equipment and in the data communications field, both areas of exceptional growth.

'The Government is giving careful consideration to the report of the Select Committee for Science and Technology on the "Prospects for the United Kingdom computer industry in the 1970's". Already some of its recommendations have been implemented, including the creation of the new Central Computer Agency within the Civil Service Department, bringing together the various central computer functions of the Government as a major computer user.

'Aerospace is of course of particular importance to certain sectors of your industry and I am speaking on behalf of my Defence colleagues when I say that while it will remain Ministry of Defence policy to regard British firms, either separately or in collaboration, as the preferred sources of supply, the continuing decline in defence orders that seems likely to occur in the years ahead offers the industry both an opportunity and a challenge to find new products and new markets with which to fill the gap.

'The EEA deserve credit for having worked long and hard for improving methods of consultation and communication between their industry and Government Departments and I congratulate you on your achievement over the last year and wish continued success to both the members of the EEA and the electronic capital goods industry which the Association so ably represents.'

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2.07½).

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, MAY 15

Industrial and regional development

Mr. Christopher Chataway, Minister for Industrial Development, answered a question asking what elements in the new system of industrial and regional incentives his assurance regarding their duration applied. He said the intention was to maintain the new system of incentives described in the White Paper on Industrial and Regional Development. 'This includes free depreciation, as described by my right hon. Friend the Chancellor of the Exchequer in his Budget Statement, regional development grants under the powers provided for in Part I of the Industry Bill, and selective assistance under the powers provided for in Part II of the Bill,' he said.

Performing rights

A Member asked whether the Performing Right Society Ltd. furnished the DTI with an annual balance sheet, whether those who met their assessments were provided, as of right, to a copy of those returns, what machinery existed for the purpose of appealing against the Performing Right Society assessment of licence fees, to whom, and where, should notice of appeal be sent, and if he would make a statement. Mr. Michael Noble, Minister for Trade, said the Performing Right Society Ltd. was not obliged to and did not furnish the Department of Trade and Industry with a copy of its annual balance sheet; but like other limited companies it was required by the Companies Acts to file with the Registrar of Companies copies of its annual balance sheets and accounts, and any person was entitled to inspect these copies on payment of a small fee. The persons on whom the Society levied its fees were not entitled as of right to receive a copy of the Society's balance sheets.

'The Society has formulated various licence schemes, which it calls tariffs, in respect of different types and sizes of establishments on the basis of which its charges are calculated. Any person requiring a licence, or any organisation representing such persons, is entitled to appeal to the Performing Right Tribunal against the terms of the relevant licence scheme. The Performing Right Tribunal was set up under the Copyright Act 1956 in order to decide disputes between collecting organisations such as the Performing Right Society Ltd., and would-be users of works controlled by those organisations. Notice of an appeal should be sent to The Secretary, Performing Right Tribunal, Room 105, 25 Southampton Buildings, London WC2A 1AY,' said Mr. Noble.

TriStar airbus

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, was asked what application he had received from British European Airways to purchase the Lockheed TriStar Airbus powered by Rolls-Royce RB211 engines, and what reply he had given. He said he had nothing to add to the reply which he gave in answer to a question by the Member for Brecon and Radnor on May 8.

Questions on Concorde

Asked if he would ascertain from the Civil Aviation Authority details of the Concorde simulators available for training pilots in the United Kingdom, whether he would finance the purchase of one, and if he would find the cost of providing a simulator in the United Kingdom in addition to the present simulator at Toulouse, Mr. Michael Heseltine, Minister for Aerospace, said discussions were in progress to establish the best way of providing the necessary simulator capacity. The price would be a matter of commercial negotiation.

Mr. Heseltine refused to ascertain from the Civil Aviation Authority details of the evaluations made of the evacuation problems of aircraft, such as Concorde, which had fuel in their longitudinal sides. He said it was a matter for the Civil Aviation Authority.

He gave the same answer to questions asking if he would ascertain from the Civil Aviation Authority details of the airports which were equipped for category three operations to accept blind landing operations by aircraft and the further equipment which was being installed, and if he would ascertain from the Civil Aviation Authority details of the system whereby military pilots obtained civil licences and of examination procedures.

On the question of payload figures that would be offered to the British Overseas Airways Corporation in the operation of Concorde on the Atlantic, South African and Far Eastern routes, Mr. Heseltine said questions of payload on particular routes in an airline's network were a matter for negotiation between the manufacturer and the airline. 'I have nothing at present to add to the replies which I gave the right hon. Member on May 4,' he said.

Mr. Heseltine said the latest estimate of £970 million as the total development costs of Concorde, as announced on May 4, was agreed 'at the meeting my right hon. Friend and I had with our French colleague M. Chamant on April 13'.

Mr. Heseltine, asked when it was anticipated the first airline orders for Concorde would be announced, said the manufacturers were negotiating contractual terms with the initial option holders and were hoping to announce first orders shortly.

Mr. Heseltine was asked what plans Her Majesty's Government had to initiate bilateral discussions with overseas governments following their talks with the British Airways Board on British requirements for Concorde. He said: 'It is not usual to discuss fleet requirements of British airlines with overseas governments. If any matters requiring international discussions should arise, they would be sought as needed.'

Asked what requirements Her Majesty's Government had made regarding the amortisation period of the Concorde aircraft as a condition of sanctioning its purchase by the British Overseas Airways Corporation, Mr. Heseltine said it was one of many matters for consideration by BOAC and he had issued no requirements.

Mr. Heseltine was asked if he would list the studies of improvements that were taking place regarding the further development of Concorde, what was the estimated increase in costs in each case, and what particular aspects of Concorde were the subject of the studies at present being made of improvements which might lead to further development work, and if he would give an estimate of the costs likely to be involved. He replied that any aircraft development programme involved continuing review of detailed objectives. It would be misleading to focus attention on the particluar areas now under study.

Near misses in the air

A Member asked Mr. Heseltine if he would ascertain from the Civil Aviation Authority details of the reported air misses that took place over London stacking points recently, particularly the extent to which air traffic controllers were becoming subject to human error under stress and increased workload, and whether the layout of aircraft stacking was proving satisfactory. He said: 'Apart from those incidents where the particular circumstances appear to call for action by the Chief Inspector of Accidents, the investigation of airmiss reports and any deductions to be drawn from them are matters for the Civil Aviation Authority. The Authority has issued a statement on the reports to which the right hon. Member refers. I shall of course continue to take a close interest in such matters.'

Aircraft hijacking

Asked when he proposed to introduce legislation to implement the International Hijacking Convention concerning civil aircraft, Mr. Heseltine said the Hijacking Act 1971, which was brought into force on October 27, 1971, gave effect to the Convention for the Suppression of Unlawful Seizure of Aircraft (Hijacking).

British scrap industry

A Member queried whether the Secretary of State was aware that the British Scrap Federation, representing scrap metal merchants, had expressed concern at the danger to the British scrap industry on the control and loss of exports on Great Britain's entry into the European Economic Community, and whether he would arrange for discussions with representatives of the federation to ensure that no arrangements were entered into with the European Economic Community to restrict British exports in this commodity. Mr. Tom Boardman, Minister for Industry, said he was considering these and other representations, and was meeting with representatives of the British Scrap Federation.

Insurance company resignations

Mr. Noble, asked whether in view of the information sent to him regarding the simultaneous resignation of three directors of an insurance company, and the fact that one of the remaining directors was facing a number of legal actions, he would cause an investigation to be made into all aspects of this insurance company and of their present and past directors, said the company which he believed the Member had in mind was not an insurance company but an insurance broking company, to which the Insurance Companies Acts did not apply.

EEC and textiles

Asked how long he expected it would take for the European Commission to evolve a common commercial policy for textiles, Mr. Anthony Grant, Parliamentary Under-Secretary for Industrial Development, said that at this stage he could not say how long it might take. The issues were complex, and there were a large number of interests involved.

Asked to list the steps recently taken by his department to make certain that the abolition of quotas after entry to the European Economic Community would not disrupt the United Kingdom cotton textile industry, Mr. Grant said the only quotas which we had an obligation to end were those covering cotton yarns. The Community had already liberalised imports of these products. Article 135 of the Accession Treaty provided that the Commission might authorise protective measures in cases of serious and persistent difficulty in any area or sector of the economy.

Mr. Grant said he would not give details of the discussions which he had begun with the European Commission about a common community commercial policy for textiles. 'It is not the Government's policy to publish details of confidential discussions with the Commission,' he replied.

Bolton recommendations accepted

A Member requested a list of the 25 recommendations in the Bolton Report upon which the Government had announced a decision, specifying the ones the Government accepted and those which could be implemented without legislation. Mr. Grant listed them as follows: Those which have been wholly or partly accepted are marked *. Of these, legislation will not be needed in the instances marked †. 'We have stated our position on those without markings,' said Mr. Grant.

Organisation in Government

*†1 A Small Firms Division should be created within the Department of Trade and Industry, responsible for the development, inter-departmental co-ordination and implimentation of policy towards small firms and for the administration of such official services as are provided for them.

*†2 A Minister of the Department of Trade and Industry should be expressly designated as the Minister responsible for small firms and oversee the work of the Division.

*†3 So far as is possible the separate identity of the Small Firms Division should be stressed and publicised.

*†4 All other departments with trade or industry sponsorship functions should designate an official with specific responsibility for liaison with the Small Firms Division of the Department of Trade and Industry, and for his department's policy towards small firms.

Taxation

* 5 We hope that when the rate for the new-style corporation tax is finally determined, account will be taken of the fact that the 50 per cent rate suggested in the Green Paper would involve an additional burden on the small company, which because of its dependence on self-financing makes a lower average distribution than the larger company.

* 6 Shortfall assessment on the trading income of close companies should be abolished, and no parallel provisions should be included in the forthcoming revision of corporation tax.

* 7 Section 20 of the Finance Act 1969, which disallowed interest on loans for the purchase of interests in close companies as a deduction from income for tax purposes, should be repealed.

*†8 The extra-statutory concession for loans made by close companies to pay estate duty should be continued and made as widely known as possible.

Industrial training

*†9 We believe that the machinery set up under the Industrial Training Act is fundamentally inappropriate to the needs of most small firms and we therefore recommend that they should be exempted from the levy/grant system. Each training board, in consultation with the industry and the Department of Employment, should formulate an appropriate definition of the small firm in its industry and should establish an exemption limit designed to exempt them all from levy. Firms below these limits should be permitted to 'opt in' to the levy/grant system if they wish. Training boards should consider the possibility of providing training services for small firms on a fee-paying basis.

Statistical surveys

*†10 The effect on small firms of all statistical surveys should be carefully considered and every effort made to extend the present practices of sampling and of exemption of smaller firms wherever possible.

*†11 The Survey Control Unit of the CSO should be given power to amend or veto all statistical surveys not meeting with its approval on grounds of expense, necessity, coverage or design.

*†12 This power should extend to all departments of Government and to those quasi-Government bodies which commonly issue statistical enquiries.

*†13 The use of statutory powers for the collection of statistics should be strictly controlled and in all cases explicitly justified.

*†14 It should be clearly stated on every statistical enquiry whether or not its completion is obligatory.

15 The development of the Central Register of Businesses is strongly commended, and it is hoped that resources adequate to ensure rapid progress will be devoted to it.

16 In this context the CSO should reconsider the question of the preparation and publication of an enterprise census which would provide comprehensive coverage of all firms as soon as possible as part of its plans for the development of business statistics.

*†17 The true cost of any statistical exercise, and not merely the often comparatively small proportion of cost falling on Government estimates, should be fully taken into account before starting an enquiry, and methods chosen which involve the least *total* cost rather than least Government expenditure.

*†18 Any proposal for a new or revised statistical exercise should include an estimate in man-hours of the time required by respondents to complete the form.

19 All statutory barriers to the passage of statistics between different departments should be stringently examined and demolished wherever possible. We regard this as of particular importance in the case of statistics collected by the Inland Revenue.

The Disclosure Provisions of the Companies Act

* 20 We recommend the exemption of private limited companies with annual turnovers below £500,000 from the requirements to disclose the individual emoluments of directors, though firms should continue to show the total amount in the profit and loss account.

* 21 We recommend that private companies be exempted from the requirement to disclose turnover when this is below £500,000 per annum.

Development and planning controls

* 22 Small firms throughout the country should be relieved of the need to apply for an IDC when their plans involve the creation of less than 10,000 sq. ft. of industrial floor space, in accordance with the Hunt Committee's proposals.

* 23 If it is considered that this should not be extended to all undertakings, the 10,000 sq. ft. exemption limit should be extended to established small firms.

24 Local authorities should be prepared to use their powers under the Town and Country Planning (Development Plans) Direction 1965 to allow the establishment of small businesses in residential areas when this will not detract from these areas' amenities.

25 The present legal obligation of local authorities to provide suitable alternative accommodation to displaced firms should be strengthened, and the Department of the Environment and the Scottish and Welsh Offices should do more to encourage unhelpful local authorities to cater for the needs of small firms as effectively as other more enlightened authorities.

Industrial liaison centres

Asked how many letters he had now received from small firms regarding the future of the industrial liaison centres, how many opposed their discontinuance, and whether he was yet prepared to make a statement, Mr. Grant said about 350 letters had been received since last November. Most were opposed to discontinuing the service. A statement on advisory services would be made in due course.

Japanese market

Asked for a statement on the conditions for exporters to the Japanese market in respect of British products, plant and equipment, and on the steps being taken to assist them, Mr. John Davies, Secretary of State for Trade and Industry, said: 'Despite the complex structure of the Japanese market, which does not make it an easy one for an exporter to enter, I am very anxious that we should increase our sales there so as to take full advantage of the purchasing potential of a population of 100 million. This will be an important objective of my discussions with Japanese Ministers when I visit Japan at the end of this month.'

Clydebank project

In the Lords, Lord Drumalbyn, Minister without Portfolio, was asked what additional subvention to the Govan Shipyard, if any, was contemplated in connection with a proposal that it should be taken over by an American company. He replied that the Marathon Manufacturing Company's proposal to acquire the Clydebank Yard of UCS Ltd., to build mobile drilling platforms was completely independent of the Govan Shipbuilders Ltd. project which will take place in the other three yards of UCS Ltd. The extent and terms of the assistance offered to Marathon had been determined in accordance with the established criteria of the Local Employment Act Financial Advisory Committee, and were, as in all such cases, a matter of commercial confidence. Marathon would also qualify for the grants described in the White Paper *Industrial and Regional Development* (Cmnd. 4942).

Sound-proofing against aircraft

What representations had been received from the Gatwick Area Conservation Campaign about a scheme for grant-aided sound-proofing against aircraft noise? asked a Member. Mr. Onslow said: 'Recommendations have been received as to the terms of a scheme to apply to areas round Gatwick Airport. The whole question of such a scheme is being considered in consultation with the Surrey County Council and the British Airports Authority; the views of the Gatwick Area Conservation Campaign will be taken into account.'

Flights over the USA

Mr. Heseltine answered a question as to what action he was taking to ensure that British views were represented in discussions on the proposals of the United States Federal Aviation Administration relating to permitted ground noise levels in flight over United States territory, and their implications for supersonic flight. He said: 'There are several channels, bilateral and international, through which aircraft noise and supersonic flight problems can be, and are, discussed with the United States authorities at the appropriate times. These include the Committee on Aircraft Noise and its three Working Groups, and the Sonic Boom Committee, of the International Civil Aviation Organisation.'

He said he had not received any recent proposals of the Federal Aviation Administration relating to permitted ground noise levels on flight over land and their implications for supersonic flight. 'If they are made I will consider what action should be taken.' he said.

Industrial development certificates

Requested to give the percentages of factory floor space covered by industrial development certificates for each region of the country from 1965 to 1971 and in 1972 to the latest convenient date, Mr. Grant gave the following information:

Floor space percentages by region of Industrial Development Certificates approved for schemes of 10,000 sq. ft. and over*

	1965† %	1966† %	1967 %	1968 %	1969 %	1970 %	1971 %	1st qtr. 1972 %
North	10.5	11.4	9.1	11.6	8.9	8.8	7.4	5.5
Yorkshire and Humberside	10.0	9.9	9.8	7.7	13.4	8.3	8.1	14.9
East Midlands	5.3	6.1	7.3	6.3	5.6	6.5	7.5	8.7
East Anglia	2.8	5.4	4.2	4.2	5.6	3.1	4.4	4.9
South East	17.0	15.5	23.3	18.5	22.1	21.9	28.1	19.5
South West	5.0	5.3	7.1	5.4	5.6	5.8	5.4	5.6
Wales	7.7	13.1	6.6	8.4	7.4	9.0	4.8	7.5
West Midlands	7.4	7.8	7.3	10.1	8.4	8.7	9.0	8.8
North West	15.0	13.6	12.6	16.3	14.7	16.2	12.1	9.1
Scotland	19.3	11.7	12.7	11.5	8.3	11.6	13.1	15.5

* Exemption Limits for IDCs were raised in December 1970.

† The area of industrial building has, since the introduction of the industrial Development Act in August 1966, been extended to include all ancillary space for storage, canteens, etc. Prior to that date ancillary space was excluded in all regions except the North, Scotland and Wales.

(*continued on next page*)

POINTS FROM PARLIAMENT
continued

Sonic booms

A Member requested a statement on guidance given to the British delegate to the International Civil Aviation Organisation's Sonic Boom Committee currently meeting in Montreal on Her Majesty's Government's policy on supersonic flights by civil aircraft over densely populated areas, over sparsely populated areas and over the sea. Mr. Heseltine said it was not the practice to disclose the nature of the briefing for United Kingdom delegations at international meetings, and it would not be appropriate to do so on this occasion.

Natural-gas consumers

Asked what information he had received, in order to assist him in his energy calculations for 1973, on the number of consumers in England and Wales who would have switched to natural gas by May 1973, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry said: 'I am informed that it is estimated that about eight million gas consumers in England and Wales will have changed over to natural gas by March 31, 1973. Forecasts of how many consumers may have switched to natural gas from other fuels by that date are not available.'

Industrial development in the North-West

Asked what percentage of applications for industrial development certificates made during 1971 in respect of premises in the North-West Region were refused, and what was the percentage of applications refused in respect of premises within the Merseyside and Furness development areas and in respect of premises in the rest of the region outside those development areas, Mr. Chataway said no application had been refused in 1971 in any of these areas.

Offices in the North-West

On what steps he proposed to take to encourage office projects in areas such as the North-West, Mr. Chataway said: 'Office development policy generally is a matter for my right hon. Friend the Secretary of State for the Environment, but the powers we are seeking in the Industry Bill could be used to promote office projects in suitable cases.'

Vending machines

Mr. Grant, questioned as whether he would introduce legislation to ban the sale of cigarettes from vending machines which also vend ladies' tights, said he could see no objection in principle to the vending of several products from one machine.

TUESDAY, MAY 16

Tourist service workers

Mr. Grant said he would not seek powers to protect the tourist industry in London by preventing developers from reducing the amount of rented accommodation for tourist service workers in the heart of London. 'It would not be appropriate to intervene in housing or planning matters, responsibility for which rests with my right hon. Friend the Secretary of State for the Environment,' he said.

Itemised receipts for shoppers

Would he seek powers to compel retailers to supply itemised receipts to shoppers, on request, in exchange for goods purchased? a Member asked Mr. Grant. He said he saw great practical difficulty in the proposal. 'I think it would cause delays and costs likely to outweigh any foreseeable benefits to shoppers,' he went on.

Discrimination on grounds of sex

A Member asked for a list of the steps taken to eliminate discrimination on grounds of sex from those fields of law and administration which were within the control of the Department, and in which matters such steps had not yet been taken. Mr. Davies, replying, said: 'There is a small number of areas within the purview of my Department in which the employment of women is either prohibited by statute or would be inappropriate on the grounds of the nature of the work. For example, the Mines and Quarries Act 1954 prohibits the employment of women below ground at a mine; and it would be equally impracticable to employ women in areas such as the Inspectorate of Offshore Installations. Where these considerations do not apply, my Department is careful to ensure that every job is given to the best qualified candidate regardless of sex.'

Concorde trip to the East

Mr. Heseltine was asked what reasons the New Zealand Government gave him when they refused permission for Concorde to land in that country. He made the reply: 'The New Zealand Government warmly welcomed the proposal for Concorde to visit their country. But on investigation, the British Aircraft Corporation decided that airfield construction work at Auckland ruled out a visit on this occasion. The New Zealand Government were naturally very disappointed, as indeed I was, that BAC had to take this decision, but they very much hope that it will be possible for Concorde to visit New Zealand when the construction work is completed. I would like to express our appreciation for the co-operation and assistance given by the New Zealand Authorities in the operational evaluation. I would also like to express our thanks to the other Governments who are co-operating on the arrangements for Concorde's forthcoming tour. In particular, I would like to extend our appreciation to the Government of Japan, who have been most helpful in fitting Concorde into their very busy international airport at Tokyo.'

Concorde

Mr. Onslow told a Member asking on how many occasions since her launching Concorde had made flights over Great Britain; and, as a result, how many protests about excessive noise had been received, that 228 flights had been made by Concorde from airfields in this country, and 174 complaints about noise had been received.

WEDNESDAY, MAY 17

Shipbuilding and ship repair industries

Mr. Grant was asked about the total financial assistance given to British shipbuilding annually over the last 10 years. He said: 'The figures given below only include special assistance direct from Government to shipbuilding companies since 1965 (including special assistance from the Northern Ireland Government to Harland & Wolff) as well as assistance to shipbuilding companies provided under the Shipbuilding Industry Act since 1967. They do not include shipbuilders' relief (a rebate of indirect taxation), import duty relief, assistance with R & D or assistance received under general measures of support for industry. The shipbuilding industry also benefited from the temporary Home Shipbuilding Credit Scheme of 1963 and from the Home Credit Scheme introduced by the Shipbuilding Industry Act 1967. No special assistance was given direct to shipbuilding companies in the three financial years prior to 1965/6.

Financial Year	1965 /66	1966 /67	1967 /68	1968 /69	1969 /70	1970 /71	1971 /72
Assistance (£million)	1.5	3.5	3.6	11.4	20.2	20.8	15.0

Answering a similar question on the ship repair industry, Mr. Grant said that a grant of £167,457 was made to Vickers Ltd. to help keep open the Palmers Hebburn shiprepair yard in 1970. £140,000 of this grant was paid in 1970/1 and £27,457 in 1971/2. He continued: 'The industry has also benefited from import duty relief, and assistance received under general measures of support to industry, but it would be difficult to ascertain the precise amounts involved.'

The Encyclopedia of Labour Relations Law

This new two-volume loose-leaf encyclopedia will cover all those matters of Labour Relations Law which can be placed under the heading of the employer/employee relationship, in the general context of terms and conditions of employment, and the employer/employee/trade union relationship. It will be divided into eleven parts, with possibly an extra part dealing with models of dispute procedures. This important new reference work will be ready shortly and will be kept up to date by regular loose-leaf supplementary material on a subscription basis, although the service for the year of purchase will be free.

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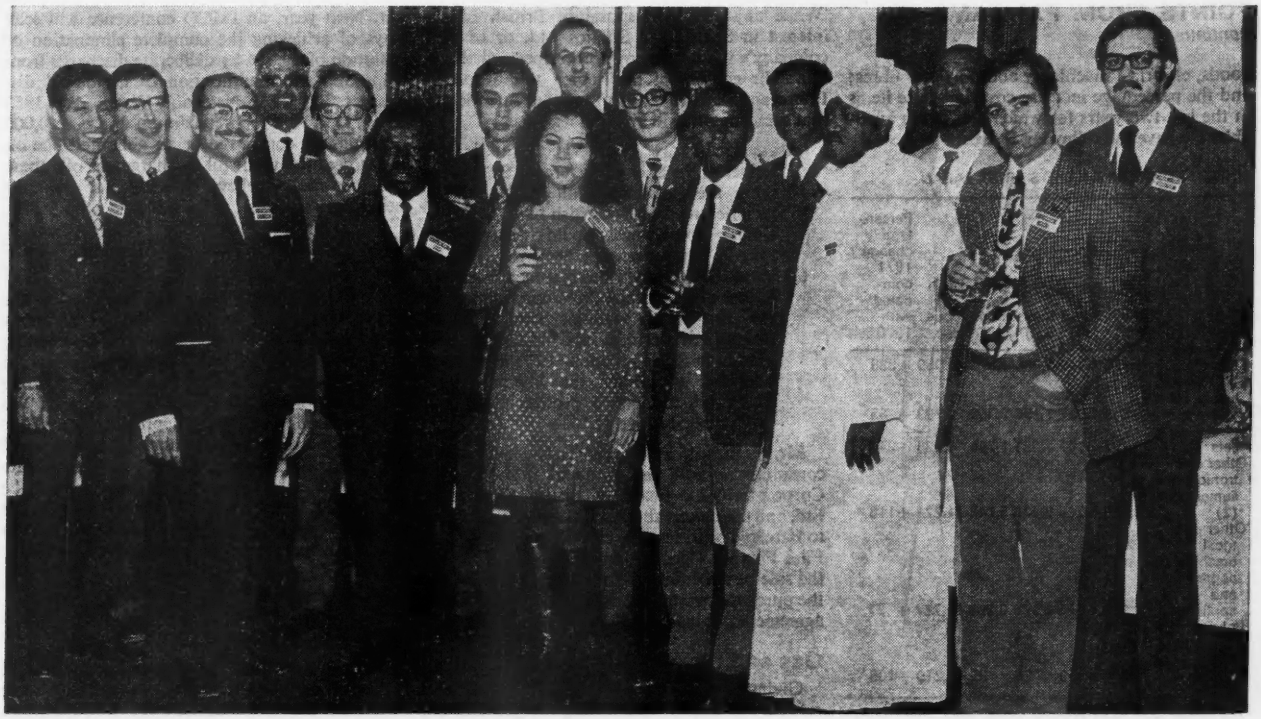


Participants in the 1972 United Kingdom export promotion training course for developing countries—the seventh of its kind—attended a reception at the Department of Trade and Industry prior to beginning their three months' training at Holly Royd College, Manchester University. The course is organised jointly by the Department of Trade and Industry and the technical assistance training department of the British Council and financed out of Overseas Development Administration technical assistance funds. This year 15 officials from 11 developing countries are attending the course. They are seen here with the course director Dr. A. Wilson (second from left) of the University of Manchester Extra Mural Department.

Industrial development

Mr. Grant answered questions on industrial development in the Northern Region, County Durham, the Cheadle Rural District, and the Manchester travel-to-work area.

Financial assistance to aircraft industry

The following information was given by Mr. Heseltine to a Member who asked what financial assistance had been given to the British aircraft industry annually over the last 10 years, specifying the total aid given to the firms in airframes, aero-engines and missiles groups of industries, respectively. The information does not include military research, development or procurement contracts which are the concern of the Secretary of State for Defence. The figures record payments only; they take no account of receipts accruing to Her Majesty's Government under the terms of launching aid and other agreements.

Airport in the Midlands

Answering a question on the development of an international airport in the Midlands, Mr. Onslow said: 'The Civil Aviation Authority is assisting the Department, the East Midlands Airport Joint Committee and Birmingham Corporation in considering proposals for a study by consultants of air transport facilities in the East and West Midlands.'

Electricity Council

Mr. Emery made the following statement in reply to a question. 'My hon. Friend the Minister for Industry was invited to meet the Electricity Council on May 10. This was one of the routine meetings held by the Minister with the various boards of Nationalised Industries.

'I am glad to say that a useful exchange of views took place.'

Trade with Japan

Mr. Noble was asked what was the balance of trade between the United Kingdom and Japan for 1970 and 1971; and what were the principal export items in each case and their value. He answered that figures for the trade balance were not available for individual countries. Figures of imports cif and exports fob were published, but the difference between them was not a good measure of the visible trade balance because, inter alia, of the difference in the bases of valuation. Figures for exports by Division for 1970 were given in Table III of Volume I of the Annual Statement of Trade for 1970 and for 1971 in Table V of the December 1971 issue of the Overseas Trade Statistics.

Mr. Noble was then asked what was the value of imports into the United Kingdom from Japan over each of the past five years covering steel, ballbearings, television sets, electronic consumer

(continued on next page)

£ million

	1962/3	1963/4	1964/5	1965/6	1966/7	1967/8	1968/9	1969/70	1970/71	1971/72
Airframes										
BAC (i)	8.382	8.103	4.774	9.892	17.979	29.421	36.460	32.229	43.860	45.857
Beagle (ii)					1.250	1.400	2.392	1.054	2.396	0.100
Britten-Norman				0.140	0.240	0.360				
Handley-Page	0.180	0.090	0.064	0.074	0.657	0.538	0.100	0.025		
HSA	0.918	0.750	1.910	0.930	0.248	3.001	5.103	6.197	4.983	0.935
Shorts	1.000	2.500	1.600	1.900	4.450	3.150	1.900		1.300	
Westland	0.800		0.100		0.150					
Total	11.280	11.443	8.448	12.936	24.974	37.870	45.955	39.505	52.539	46.892
Aero engines										
Rolls-Royce (iii)	0.598	3.174	5.043	11.530	17.395	25.282	36.313	49.879	36.528	121.370

Footnotes:

(i) BAC figures comprise launching aid and assistance to the Concorde programme. The Concorde element includes an allowance, from 1968/9, for payments under the production account which will retrospectively be converted into interest-bearing loans.

(ii) Beagle totals include the cost of acquisition, grants, loans and receivership/liquidation costs.

(iii) The Rolls-Royce totals include:

(a) Launching aid;

(b) Concorde engine (Olympus 593), including an allowance for payments under the production account which will retrospectively be converted into interest-bearing loans;

(c) Working capital loans.

POINTS FROM PARLIAMENT
continued

goods, electrical machinery and polyester fibres; and the percentage increase covering these items in the last two years for which figures are available. He gave the following figures:

UNITED KINGDOM IMPORTS FROM JAPAN

	1967 £ thous (cif)	1968 £ thous (cif)	1969 £ thous (cif)	1970 £ thous (cif)	1971 £ thous (cif)	Percentage change 1971 compared with 1970 %
Steel (1)	1,373	4,948	3,860	4,575	20,050	+338
Ball, roller or needle roller bearings	848	1,207	1,290	2,050	3,793	+ 85
Television sets	22	147	351	1,795	6,225	+247
Other electronic consumer goods (2)	3,238	4,286	2,936	5,148	11,224	+118
Other electrical machinery apparatus and appliances	4,354	6,330	6,996	9,358	12,787	+ 37
Polyester fibres, tow and waste (3) (4)	N/A	53	28	88	210	+139

(1) Ingots and other primary forms; bars, rods, angles, shapes and sections; universals, plates and sheets, hoop and strip; certain rail and railway track materials; tubes, pipes and fittings; castings and forgings, unworked; and railway locomotive axles, tyres and wheels.
(2) Radio receivers, sound amplifier sets, gramophones, tape recorders and other electronic recording and reproduction apparatus (excluding dictating machines), television image and sound recorders and deaf aids.
(3) Defined by tariff Code Numbers 5601 0395, 5602 0304 and 5604 0239. These headings include some fibres, waste and tow other than of polyester, but it is believed that most of the imports are of polyester.
(4) The figures for 1970 and 1971 are not precisely comparable with those for 1967-69.

THURSDAY, MAY 18

Shepperton Studios and British Lion

Asked what proposals had been put forward to absorb the labour force at Shepperton Studios when they were put out of work by a closure of the studios, and what consideration his department had given to them, Mr. Grant said the future of Shepperton Studios was under consideration and no decision had been taken to close them.

A deputation from the Federation of Film Unions had been received by the Parliamentary Under-Secretary of State for Industry on March 28. Their representations were being borne in mind.

What were the defined circumstances, referred to in the statement by the President of the Board of Trade on February 4, 1964, in which the National Film Finance Corporation was able to give consent to the disposal by British Lion of its interest in Shepperton Studios Ltd.? Mr. Grant was asked. He replied that the relevant provision in the assurance given by the NFFC to British Lion was as follows:

'While any sale or disposal of British Lion's interest in Shepperton Studios Ltd. or of that company's interest in any real property shall require the consent of the holder of the Special Preference Share of British Lion, our intention is that such consent will be given if:

(*a*) assurances are given which satisfy the holder of the Special Preference Share that there are satisfactory alternative studio facilities available to British Lion (to which similar restrictions would then subsequently apply); or
(*b*) it can be shown to the satisfaction of the holder of the Special Preference Share that the Shepperton Studios can only be operated at a critical loss and that there is no reasonable prospect of their being operated as studios for cinematograph film production on a profitable basis in the foreseeable future.'

Mr. Grant told a Member that he had had no consultations with the National Film Finance Corporation, the board of British Lion Films Ltd. and the unions about the sale of the company to Barclay Securities. The consent of the National Film Finance Corporation was not required for the sale of the equity shares in British Lion, but the purchaser would continue to be bound by the agreement originally made with the Corporation.

Gas and oil prospecting

Giving figures for applications sought and refused for inland prospecting for gas and oil, Mr. Boardman said since 1966, out of 274 applications received, 69 had been refused, 31 withdrawn and 125 granted. The remaining 49 applications were under consideration for areas in the Midlands, the Home and West Counties, Yorkshire and in Scotland including the inland waters off the West Coast.

North Sea oil exploitation

Asked if he would now take steps to ensure that the exploitation of North Sea oil would be controlled in a manner which would bring maximum benefit to the Scottish economy, Mr. Boardman said North Sea oil resources would be developed in the interests of the nation as a whole, but Scotland should obtain a major share of the benefit.

Oil pollution of the sea

A Member asked Mr. Michael Noble what recent representations he had received regarding the further pollution of the seas and oceans by oil, what action he proposed to take in the United Kingdom to reduce such pollution, what international co-operation was taking place in this field, and if he would seek to impose more stringent controls and fines. He said representations had been received from many sources including the Advisory Committee on Oil Pollution of the Sea which recently published an annual report. 'In 1969 the United Kingdom Government helped to secure the adoption by the Inter-Governmental Maritime Consultative Organisation (IMCO) of amendments to the relevant international convention to limit the discharge of oil at sea. We propose to apply these to British ships shortly and would be one of the first countries to take such action. New devices to minimise the danger of pollution from oil slicks where these occur are being tried out. Next year, an IMCO conference will seek ways of achieving the complete elimination of pollution of the sea by deliberate discharge from ships and the minimisation of accidental discharges. The Oil in Navigable Waters Acts 1955 to 1971 provide for a maximum fine of £50,000 on summary conviction or an unlimited fine on indictment for unlawful discharges of oil; these penalties are, I believe, adequate for the time being,' he said.

Concorde's effects on upper atmosphere

On being asked if he would now publish the results of the Government study of Concorde's likely effect on the upper atmosphere, including their evaluation of the work of Dr. Harold Johnston and Dr. Paul Crutzen relating to ozone concentrations, Mr. Michael Heseltine said: 'We have a continuing research programme on the upper atmosphere, and results will be published as they become available. Our studies indicate that the effect of Concorde's operations will be well within natural variations. The recent report of the Australian Academy of Sciences on this subject came to a similar conclusion.'

FRIDAY, MAY 19

Aircraft exports

What were the total exports for the last 10 years of the British aerospace industry, and to what extent would the development of Concorde contribute to the maintenance of British aerospace exports? asked a Member. Mr. Onslow said recorded exports of aircraft, engines and parts, excluding second-hand aircraft, between 1962 and 1971 total £2,081 million. 'I am confident that Concorde sales will make a major contribution to future aerospace exports', he said.

Industrial Director for Scotland

Several questions were put on the status of the new Industrial Director for Scotland. Mr. Chataway said he would be responsible to the Secretary of State through senior officers and himself.

The links between the Industrial Director for Scotland and the Scottish Office would be an officer of the Scottish Industrial Development Office, which would continue to work closely with the Scottish Office.

The Scottish Industrial Development Board would advise the Department's Director for Scotland and Industrial Director for Scotland on applications for selective assistance and on more general matters.

The Department was represented at meetings on the Scottish Economic Council by the Director for Scotland, and no doubt the Secretary of State for Scotland would invite the Industrial Director to attend on appropriate occasions.

Tri-Star and Airbus costs

On the cost to public funds of the Lockheed Tri-Star, and the A300 B Airbus, Mr. Onslow said the only element of either aircraft for which the British Government was providing funds was the RB211 engine for the Lockheed Tri-Star. The total estimated cost from February 4, 1971 was about £190/195 million.

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Steel industry

Mr. Emery, in reply to a question, gave the value of the total exports for the last 10 years of the British steel industry as follows:

Exports of iron and steel (Division 67)

	£ millions (fob)
1962	200
1963	205
1964	218
1965	235
1966	216
1967	230
1968	267
1969	287
1970	348
1971	402

Aero-engine noise

Asked for the effective perceived noise decibel rating of the RB211 and GE CF6 aero engines at flyover, approach and sideline, respectively, Mr. Onslow replied: 'Published figures for the Douglas DC 10, which uses three general electric CF6 engines, and for the Lockheed L.1011 in which three Rolls-Royce RB211 engines are installed show that under the conditions specified by the United States federal aviation regulations the noise levels in EPNdB are as follows:'

	Flyover	Sideline	Approach
DC 10	98	96	106
L.1011	98	95	103

'Ranger Ajax'

Mr. Noble, on request, made a statement about the abandoning of the British trawler 'Ranger Ajax' off Greenland on Tuesday, May 16, saying: 'The British motor stern trawler 'Ranger Ajax' reported a fire on May 16 when off southern Greenland. The crew abandoned ship and were taken on board the West German vessel 'Frithjof'. 'Ranger Ajax' subsequently sank. It is expected that the crew will be taken to Reykjavik and then repatriated. I have ordered a preliminary inquiry into the casualty.'

Textile imports

A Member questioned the expected consequence for British imports of textiles from Mediterranean associates of the European Economic Community—namely Turkey, Israel, Greece, Malta, Spain, Tunisia and Morocco—in the light of proposed British membership of the European Economic Community. What had been the annual value and volume of such imports in the last three years, and what current discussions were taking place with the textile industry to assess the employment consequences of such changing textile trade? he asked. Mr. Noble replied: 'We are discussing with the EEC the terms of the mandates for negotiations with the Mediterranean associates on the adaptation of the present agreements to the enlarged Community. Restrictions on cotton textile imports into the UK from these countries are included in the matters under discussion, and I cannot yet say what the consequence of our accession to these agreements will be'.

Imports of cotton textiles from these countries during the last three years had been as follows:

		Turkey	Israel	Greece	Malta	Spain	Tunisia	Morocco
1969	Metric tons	154.8	722.3	263.9	692.3	2,762.9	0	2.1
	£000s	66.8	618.1	159.4	629.3	1,680.7	0	4.9
1970	Metric tons	158.3	394.2	252.8	856.7	2,580.1	1.1	3.3
	£000s	74.7	460.6	178.1	985.4	1,755.7	1.1	4.6
1971	Metric tons	23.7	254.6	324.3	696.9	2,254.2	2.9	2.0
	£000s	22.1	362.9	236.6	822.1	1,817.2	3.6	3.5

'We are in close touch with the textile industry on the effects on employment of the expected changes in the pattern of our textile imports after we join the EEC', said Mr. Noble.

RB211 development costs

What was the total cost of the design and development of the RB211 to date, what additional cost was estimated to achieve 42,500 lb. thrust at take-off certificated for airline operation, and what additional cost was estimated to be entailed in achieving an engine certificated at 45,000 lb. take-off thrust? asked a Member. Mr. Onslow replied: 'The amount spent on launching of the RB211 aero-engine was about £100 million up to the collapse of Rolls-Royce Ltd., on February 4, 1971. Launching costs from that date are estimated at £125 million to achieve RB211-22B performance standard i.e. 42,000 lb. thrust on a hot day; about one half of this sum has already been spent. The Department is currently examining proposals recently received from Rolls-Royce (1971) Ltd. to develop a 45,000 lb. thrust version of the RB211 and I am not yet in a position to make an estimate of the likely cost.'

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice

49 Temporary importations: international co-operation.

77E Purchase tax-exports.

77X Purchase tax—retail export schemes.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.

112A Charges for attendance given at private premises at the request of merchants.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporary importation for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

275 Documentation of Exports for Statistical Purposes.

290 Export of personal and household effects.

300 Export reliefs scheduling scheme.

300A Export reliefs scheduling scheme, supplementary particulars.

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

77M British-made cars and motorcycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

218 The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.

219 The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.

430 Tables of rates of sugar surcharge, distribution payments and corresponding repayments.

430A Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

Government surplus sales

MINISTRY OF DEFENCE

May 31, 1972 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester

Auctioneers: Midland Marts Ltd., (Dept L), Market Square, Bicester, Oxon OX6 7AL (Tel. 08692 2073)

Clothing and textiles including, P.T. vests; white shirts; pyjama jackets; pullovers; trousers; blouses; carpets; mixed rags etc; Coventry Climax fork lift trucks; pallet transporters; Gardner diesel engines 6L3; test trolleys; girder hoists; lathes; planing and circular saw bench; milling machines; transformers; condensers; capacitors; switches; electric drills; cross saws; hammers; spanners; pliers; portable forges; office safes; kitchen equipment; water bottles and a large quantity of miscellaneous stores.

June 7 Vehicles and Miscellaneous Stores

Location: The County Hall, Carlisle

Auctioneers: Harrison & Hetherington Ltd., (Depot L), Botchergate, Carlisle CA1 1SE (Tel. 0228-26292)

Morris ambulances; Morris Mini Buses; Morris Mini Minors and Saloons; Ford Saloons; Land Rovers; fork lift trucks; grit spreaders; Matador spares; machine and hand tools including, bending grinding, and flexible drive machines; sanders; electric drills and saws; bench drills; pneumatic drills; riveting guns etc; spanners; screwdrivers; hammers; pliers; general electrical items including, distribution panels; tuning units; transformers; R.F. units; capacitors; switches; sockets; modulators; invertors; teleprinters; oscilloscopes; voltmeters; receivers; battery chargers electric fires; consoles etc; pocket and stop watches; binoculars; micrometers; Vernier calipers; gyros; protractors; flight computers; clinometers; exposure meters; also general stores including, oxygen equipment; telephone equipment; photographic equipment; sewing machines; furniture; household utensils; service clothing; boots and shoes; carpets; PVC plastic sheets; suction hose; rack assemblies; tool boxes etc.

June 20 Miscellaneous Stores

Location: Ordnance Storage & Disposal Depot, Branston, Staffs

Auctioneers: Arnold & Son (Dept L), 'Modwena House', 13 Market Place, Burton upon Trent, Staffs (Tel. 0283 64657)

5½ tons Bedford spares; treadle sewing machines; firefighting equipment; photographic equipment and cameras; storage pallets; welding and cutting equipment; power supply and bridge panels; oscillographs; amplifiers; teleprinters; various tools; trailers; plastic sheets 160 ft × 90 ft; machine tools including, valve grinder and refacing machine; pillar and bench drills; capstan and centre lathes; horizontal and universal milling machines; fly, hydraulic and foot presses; hacksaws; cold saws; universal woodworking machines; marking machines etc; firemen's trousers and tunics; rubber knee boots and many items of miscellaneous surplus equipment.

July 6 Miscellaneous Stores

Location: Memorial Hall (Entrance through Central Hall) High Street, Chatham

Auctioneers: Fuller Horsey Sons & Cassell (Dept L), 52 Bow Lane, London EC4M 9ET (Tel. 01-248 7954)

Miscellaneous machinery including, mobile cranes; industrial fork lift truck; electric truck; Hyster towing winches; air compressors; spreader truck; rotary drilling machine; spot welder; electrical appliances including, amplifiers; test recorders; oscilloscopes; power supply units; electric furnaces; signal generators; miscellaneous clothing and textiles; kitchen equipment; furniture etc; machine tools.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sales by Tender: Machine Tools

Autos; Berthiez, Bullard & Schiess vertical borers; Heald borematics; internal, universal and plain grinders; gear hobbing machines; capstan, turret, centre and 'T' lathes; horizontal, profile, universal and vertical millers; slotting and shearing machines etc. Located at Aston Down, Glos. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 am on June 20, 1972.

Machine Tools

Horizontal borers; bench, pillar and radial drills; tool & cutter and universal grinders; capstan and centre lathes; horizontal universal and tool & die millers; sawing, shaping, slotting, sheetmetal working and woodworking machines etc. Located at Gosport and Portsmouth Hants. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m. on June 15, 1972.

One Staveley 2000v Vertical Machining Centre as follows:

Table Diameter	1,500 mm (59in)
Maximum swing of components	2,000 mm (78in)
Maximum Height of Table to Spindle	1,500 mm (59in)
Floor Space	31ft × 31ft
Approximate Weight	65 tons

This machine has pallet loading and is fitted with Bunker Ramo 3100—3 axes continuous path control and an automatic tool changer with capacity for 60 tools. Located at Staveley Machine Tools Ltd. Altrincham, Cheshire. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1 6HE. (Tel. 01-242 1680 ext. 1344). Tenders must be returned by 10 a.m. June 29, 1972.

DEPARTMENT OF THE ENVIRONMENT

June 6, 1972

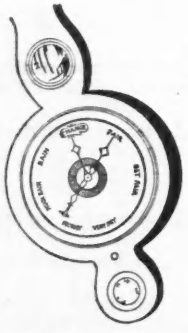
Location: Department of the Environment Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. (Tel. 01-902 4482)

Auctioneers: Messrs. Fuller Horsey, Sons and Cassell, 52 Bow Lane, London, EC4M 9ET (Tel. 01-248 7954).

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc. 1 No Marquee 80ft by 30ft—19ft 6in high—6ft 6in. wall, will be offered.

Catalogues: price 5p direct from auctioneer.

View days: day preceding and morning of sale.



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STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	This week
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	April 6, 1972
Balance of payments:	
Civil aviation (A)	Mar. 16, 1972
Trends in invisible transactions (Q)	Mar. 23, 1972
UK balance of payments (Q)	Mar. 23, 1972
Bankruptcy orders (Q)	Mar. 9, 1972
Business names registered (A)	Feb. 10, 1972
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	April 13, 1972
Catering trades turnover (M)	May 18, 1972
Chemicals industry (Q)	Mar. 23, 1972
Clothing: made-up clothing: orders and deliveries (M)	April 27, 1972
Companies:	
Acquisitions and mergers (Q)	This week
New companies registered:	
Gt. Britain (M)	May 18, 1972
N. Ireland (M)	May 11, 1972
Computers:	
UK computer market (Q)	May 18, 1972
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	May 11, 1972
Instalment trade credit (A)	April 13, 1972
ECGD business (Q)	April 6, 1972
Electronics capital equipment deliveries, research and development (Q)	This week
Engineering and electrical goods:	
Deliveries and orders (M)	May 11, 1972
Film industry:	
British Film Fund Agency returns (M)	May 11, 1972
Cinema admissions and takings (M)	May 11, 1972
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 3, 1972
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	Mar. 30, 1972
Household consumption (Q)	Mar. 23, 1972
Footwear industry production, orders and deliveries (M)	May 4, 1972
Foreign trade:	
EFTA trade (Q)	Mar. 23, 1972
Industrial countries trade and production (Q)	This week
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 13, 1972
Unit value and volume index nos. (M)	May 18, 1972
Value of overseas trade (M)	May 18, 1972
Value of overseas trade: analysis of trends (Q)	May 11, 1972
Hire purchase business (M)	May 11, 1972
Industrial building approved (Q)	April 27, 1972
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	May 11, 1972
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	Mar. 23, 1972
Machine tools deliveries and orders (Q)	Mar. 23, 1972
Man-made fibres:	
Analysis of production (Q)	This week
Deliveries (Q)	This week
Production (M)	This week
Volume of production (M)	April 20, 1972
Motor industry:	
Car and commercial vehicle production (M)	May 4, 1972
Motor trades turnover (M)	May 18, 1972
Office development permits (Q)	Mar. 23, 1972
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	This week
Retail trades:	
Index nos. (M)	May 11, 1972
N. Ireland index (M)	This week
Royalty transactions (A)	Mar. 30, 1972
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Mar. 2, 1972
Steel consumption (Q)	May 18, 1972
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	April 13, 1972
Retail (M)	May 18, 1972
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	April 13, 1972
Cotton production (M)	May 4, 1972
Hosiery production (M)	April 27, 1972
Textile orders and deliveries (M)	April 27, 1972
Wholesale houses sales (M)	This week
Wool exports (Q)	Mar. 23, 1972
Wool output (M)	May 4, 1972
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	May 18, 1972
UK official reserves (M)	May 11, 1972
Wholesale prices:	
Average prices of selected commodities (A)	Mar. 9, 1972
Index nos. (M)	May 18, 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	April 6, 1972
Business Monitor titles	May 11, 1972
Customs notices of interest to exporters	This week
DTI addresses (regional offices)	May 4, 1972
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	This week
Guide to DTI	Feb. 10, 1972
Index Jan.-Mar. 1971	May 26, 1971
Official Receivers' offices	May 20, 1970
Programme of trade promotions	April 20, 1972
Release dates of economic statistics	This week

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m in base year	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	260	214	42	13
1971	122	124.9	172	171	119	104.8	142	140	161	121	144	51	–129	–3	36
1970 1st qtr	117	123.8	149	148	114	103.3	135	145	146	114	133	–25	42	1	–41
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	119	137	103	55	12	14
3rd qtr	120	124.3	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.6	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.3	164	161	115	102.1	138	146	148	114	146	82	41	2	–44
2nd qtr	121	125.2	170	170	119	104.4	142	139	164	122	141	–58	–114	12	38
3rd qtr	123	125.6	175	175	120	105.5	142	144	165	122	141	–36	–59	–12	6
4th qtr	124	124.3	179	178	121	107.4	144	133	166	127	147	83	4	–4	36
1972 1st qtr		121.0				106.6									
1971 Sept		126.3				105.3									
Oct		124.7				108.4									
Nov		124.4				106.8									
Dec		123.9				107.1									
1972 Jan		124.9				107.0									
Feb		112.4				106.0									
Mar		125.7				106.8									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail price Index		Wholesale price index: all manufacturing industry §§		Basic hourly wage rates (all industries and services) ‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports (¶)	Imports (‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956				1963	1963	
£m in base year							Series in thousands			4,282	4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	108	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114	153.4	*9.4*	132.4	137.7	246.4	744	129		207	197	952
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	218
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	88
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	278
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119	23,639	217	197	346
4th qtr	114	157.3	*9.2*	132.9	140.0	257.0	836	118		213	202	240
1972 1st qtr		159.7	*8.0*	134.1 p	141.5 p	265.9	877	124		207 p	213 p	
1971 Oct	116	156.4	*9.4*	132.3	139.8	250.7	813	118		216	202	
Nov	114	157.3	*9.2*	132.8	139.9	257.8	840	120		200	197	
Dec	114	158.1	*9.0*	133.6	140.3	262.6	855	116		222	208	
1972 Jan		159.0	*8.2*	134.8	141.2	265.2	872	119		208 p	204 p	
Feb		159.8	*8.1*	133.7	141.6	265.6	872	126		211 p	216 p	
Mar		160.3	*7.6*	133.9 p	141.8 p	266.9	886	126		202 p	221 p	
Apr				134.8 p	142.6 p	268.4 p	891	128		210 p	220 p	
May							828 p	133 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

Index of industrial production for March

THE provisional estimate index of production for March 1972, prepared by the Central Statistical Office, is 125.7 (seasonally adjusted). For manufacturing industry alone the figure is 127.9.

For the three months January 1971 to March 1972, it is provisionally estimated that production as a whole was 2.7 per cent lower than the figures for the preceding three months, October to December 1971; for manufacturing industries alone there was a decrease of 2.0 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1967	113.9	89.1	114.2	110.8	108.6	115.0	116.3	130.4	115.6	123.1	123.1	129.1	90.0	106.3	105.0
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.9	124.8	139.3	148.7	127.4	131.3	146.6	144.0	85.4	119.7	119.4
1970	124.1	78.3	127.1	121.5	117.0	130.2	151.1	157.9	128.1	134.9	152.2	148.5	86.1	115.9	115.4
1971	124.9	79.7	126.9	123.5	117.9	134.2	157.8	161.5	127.4	132.9	156.3	154.4	83.7	115.0	107.7
1970 1st quarter	123.8	80.2	126.6	118.2	114.4	125.9	150.0	151.3	128.3	134.5	154.1	147.2	85.6	119.2	113.4
2nd quarter	123.5	79.3	126.1	121.3	115.4	132.9	145.3	158.3	127.3	134.8	157.0	147.7	84.7	114.1	114.5
3rd quarter	124.3	78.8	127.3	122.8	118.7	130.8	153.3	160.2	127.0	135.1	147.8	148.0	86.8	111.0	117.4
4th quarter	124.6	74.8	128.4	123.5	119.5	131.2	155.8	162.0	129.7	135.2	150.1	151.3	87.1	119.2	116.1
1971 1st quarter	124.3	82.0	126.7	121.4	116.9	129.7	157.8	159.6	126.2	134.0	158.5	154.5	86.1	111.1	104.0
2nd quarter	125.2	81.6	127.1	123.0	116.9	134.3	158.8	161.1	129.0	135.2	151.9	154.3	83.6	120.0	107.1
3rd quarter	125.6	79.5	127.4	125.6	118.8	138.3	154.1	160.2	127.3	131.6	158.5	153.7	83.1	115.3	110.1
4th quarter	124.3	75.6	126.2	124.1	118.6	134.2	161.0	165.1	127.1	131.3	155.8	155.0	82.0	114.4	110.1
1972 1st quarter	121.0	45.4	123.7	123.6	118.4	133.5	146.3	162.5	120.4				80.6	105.5	100.8
1971 September	126.3	79	128.3	129	120	145	159	165	126	130	157	152	83	113	112
October	124.7	83	126.2	123	120	129	152	160	129	133	156	153	82	118	113
November	124.4	74	125.9	126	121	136	170	167	125	131	156	155	82	109	107
December	123.9	71	126.6	123	115	138	162	168	128	130	156	157	82	116	110
1972 January	124.9	39	128.7	126	120	139	152	165	124	129	159	157	81	107	105
February	112.4	25	114.6	120	118	125	137	159	110				81	95	92
March	125.7	73	127.9	124	118	137	150	163	128				80	114	106
Oct.-Dec. (av.)	124.3	76	126.2	124	119	134	161	165	127	131*	157*	152*	82	114	110
Jan.-Mar. (av.)	121.0	45	123.7	124	118	134	146	163	120	130*	157*	157*	81	105	101

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1967	104.7	105.0	103.8	103.2	105.0	90.2	101.5	120.1	124.4	112.4	111.5	114.2	122.7	119.4	121.2
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	128.2
1969	114.5	116.1	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	119.0	136.2
1970	114.8	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.6	115.7	143.8
1971	103.7	104.1	102.4	118.1	125.1	88.5	108.1	132.7	131.9	134.1	116.2	116.5	149.0	117.5	154.4
1970 1st quarter	116.5	119.0	108.5	115.1	123.2	91.6	102.1	122.3	117.1	131.8	106.6	123.6	144.2	114.8	146.1
2nd quarter	115.1	117.0	109.0	115.8	123.9	93.7	102.6	121.8	122.1	121.3	115.0	120.3	142.3	117.7	141.6
3rd quarter	113.8	115.8	107.4	117.7	126.8	93.6	102.6	128.8	126.5	132.9	113.2	120.5	146.2	116.6	143.6
4th quarter	114.0	114.6	112.0	117.8	125.9	92.8	105.0	127.9	123.8	135.1	119.7	117.6	149.5	113.7	143.8
1971 1st quarter	111.0	112.3	107.0	117.7	125.2	90.6	106.7	130.8	130.6	131.3	117.9	112.0	146.2	116.4	148.6
2nd quarter	102.0	102.1	101.4	117.3	124.3	87.8	107.6	134.0	131.1	139.3	117.6	117.9	149.5	118.4	153.4
3rd quarter	103.4	104.1	101.4	119.3	126.3	88.6	109.9	132.7	133.0	132.1	111.8	119.3	151.8	118.4	158.1
4th quarter	98.4	97.9	100.0	118.0	125.2	87.1	108.3	133.3	133.2	133.5	117.8	116.9	148.2	116.8	157.7
1972 1st quarter	92.9	91.1	98.7	113.4	119.3	85.3	105.5	127.5	128.5	125.7	121.2	120.3			155.7
1971 September	101	100	102	121	127	89	111	140	142	136	118	121	158		158
October	102	101	104	119	126	88	111	130	134	125	117	117	143		158
November	98	99	97	117	124	87	107	130	128	135	120	118	149		164
December	95	94	100	118	126	86	107	139	138	141	117	115	152		152
1972 January	107	105	114	120	127	87	111	138	139	138	122	121			165
February	75	73	82	104	109	83	98	110	106	116	121	116			147
March	96	95	100	116	122	86	107	134	141	123	121	124			156
Oct.-Dec. (av.)	98	98	100	118	125	87	108	133	133	134	118	117	152†		158
Jan.-Mar. (av.)	93	91	99	113	119	85	106	128	129	126	121	120	148†		156

† Latest available 3 months (October-December) and previous 3 months (July-September).
* Latest available 3 months (November-January) and previous 3 months (August-October).

Aircraft noise at Heathrow and Gatwick airports during the fourth quarter of 1971

HEATHROW AIRPORT, LONDON

MONITORING of the noise of departing turbo-jet engined aircraft continued during the fourth quarter of 1971.

The results are set out below, together with comparable figures for the same period in the previous four years:

Departing aircraft

Number of jet day departures	24,999
Number of jet day departures monitored	24,876 (99.5 per cent of total)
Percentage exceeding the permitted noise level of 110 PNdB	0.2
Number of jet night departures	870
Number of jet night departures monitored	869 (99.9 per cent of total)
Percentage exceeding the permitted noise level of 102 PNdB	1.6

Year (fourth quarter)	Day departures monitored	Percentage infringements	Night departures monitored	Percentage infringements
1967	12,371	2.6	649	1.2
1968	14,298	2.2	820	2.6
1969	16,361	1.5	1,152	4.3
1970	22,965	1.0	1,166	3.9
1971	24,876	0.2	869	1.6

Arriving aircraft

During the quarter 874 aircraft (2.8 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of 3 degrees. Two aircraft (0.2 per cent of those monitored) were below the descent path and explanations were obtained from the operators concerned.

Figures for this quarter and the same period in the four previous years are as follows:

Year (fourth quarter)	Number of aircraft monitored	Percentage infringements
1967	1,339	0.3
1968	1,136	0.5
1969	1,482	0.3
1970	736	0.8
1971	874	0.2

GATWICK AIRPORT

Departing aircraft

Monitoring of the noise of departing turbo-jet engined aircraft continued during the fourth quarter of 1971.

The results achieved are set out below:

Number of jet day departures	6,632
Number of jet day departures monitored	6,025 (90.9 per cent of total)
Percentage exceeding the permitted noise level of 110 PNdB	Nil
Number of jet night departures	636
Number of jet night departures monitored	604 (95 per cent of total)
Percentage exceeding the permitted noise level of 102 PNdB	Nil

Noise monitoring commenced at Gatwick in July 1968 and figures for the three previous fourth quarters, together with this quarter's results, are below for comparison:

Year (fourth quarter)	Day departures monitored	Percentage infringements	Night departures monitored	Percentage infringements
1968	2,124	0.4	94	13.8
1969	2,764	0.04	218	Nil
1970	3,956	0.1	292	1.0
1971	6,025	Nil	604	Nil

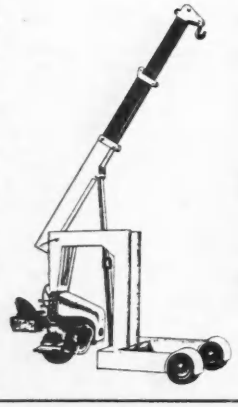
Arriving aircraft

Monitoring of the approach path of arriving aircraft at Gatwick began in November 1969 using modified GCA equipment on runway 27 only. During the fourth quarter of 1971 470 aircraft were monitored (4.4 per cent of total approaches) and there were no infringements of the descent path. Figures for this quarter and the two previous fourth quarters are set out below for comparison:

Year (fourth quarter)	Number of aircraft monitored	Percentage infringements
1969 (November & December only)	102	2.2
1970	416	0.7
1971	470	Nil

Note

Variations in the level of infringements are not a complete guide to changes in the overall noise disturbance. Apart from the general increase in traffic the figures give no indication as to whether the aircraft that did not infringe the limits (ie all but a very small proportion) were in fact noisier or quieter than in previous years.



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Acquisitions and mergers of companies

THIS note sets out the latest statistics on company acquisitions and mergers, giving details up to and including the first quarter of 1972. The figures in Tables 1 and 2 are the main items from a detailed analysis of company acquisitions published as Business Monitor, M.7, Acquisitions and Mergers of Companies (obtainable from HMSO each quarter for an annual subscription of 37½p.) The Business Monitor contains tables analysing acquisitions by industry and by categories of expenditure.

Acquisition activity during the first quarter of 1972 maintained the high level recorded in the last quarter of 1971, reached after a continuous rise during that year. There were 278 acquisitions reported in the financial press during the first quarter of 1972, compared with 281 in the fourth quarter of 1971 and a quarterly average of 221 during 1971. Expenditure in the first quarter of 1972, at £466 million, was double the quarterly average during 1971 (£228 million) and well above the average levels during 1969 and 1970, although still below the exceptional levels reached in 1968.

The rise in expenditure was almost entirely due to acquisitions of independent companies, which at £426 million in the first quarter of 1972 was well over double the quarterly average during 1971. Sales of subsidiaries between company groups remained at much the same level as in 1971.

Table 2 indicates how much of the rise in expenditure in the first quarter of 1972 was due to a small number of very large acquisitions. 17 acquisitions, each involving expenditure of over £5 million, accounted for just over three-quarters of total expenditure (£366 million). In the previous quarter there were 15 acquisitions of comparable size, accounting for just under 60 per cent of total expenditure (£203 million). The two largest acquisitions in the first quarter were Cavenham's acquisition of Allied Suppliers for £94.5 million and Watney Mann's acquisition of International Distillers and Vinters for £80.4 million.

Notes and definitions

This analysis of acquisitions and mergers involving industrial and commercial companies in the United Kingdom is based on reports in the financial press supplemented by special inquiries to companies to determine the form, value and timing of particular acquisitions.

Acquisitions and mergers involving financial companies (insurance, banking, etc.) are not covered in this note, although the Bank of England has prepared an analysis of such acquisitions from 1966 which was published in the *Bank of England Quarterly Bulletin* for September 1971.

Valuation

The values shown relate in general to expenditure during the current period, excluding any previous investment in the company acquired. Where possible, values are market values, ie the cash paid or the market price at date of issue of shares or loan stock issued. Where market values are not available (as in the case of shares, etc. issued by non-quoted companies) or the cash consideration is not disclosed, acquisitions are in general valued at the net book value of the acquired company.

No method of valuing acquisitions is altogether free from objection and in comparing this series over time one must allow, in addition to the general upward inflation of values, for the considerable short-term fluctuations in share prices which will be reflected in a series where a considerable proportion of expenditure takes the form of share exchanges which are valued at market prices. For example, industrial share prices as measured by the *Financial Times*-Actuaries index rose, on average, by about two-fifths between 1967 and 1968, fell back fractionally between 1968 and 1969 and fell by over a tenth between 1969 and 1970,

Classification

Where the acquired company was a subsidiary of another United Kingdom company, it was classified to the category of inter-group sales. Acquisitions between subsidiaries of the same company group, arising from internal reorganisation, have been ignored.

Each acquiring company is allotted to an industry group corresponding generally to an Order of the Standard Industrial Classification, 1968. Industrial holding companies which cannot be reasonably classified to any of the groups distinguished, and companies trading wholly overseas are treated as separate groups Where a company has substantial overseas interests, it is classified as far as possible on the basis of its predominant activity within the United Kingdom. The choice between classifying a company to its main activity (which may be less than half its total activity) and classifying it as an industrial holding company is sometimes a fairly arbitrary one.

Timing

As far as possible, acquisitions are recorded at the date when the transaction is finalised (eg, when a bid is declared unconditional). This date may be considerably later than the date when a bid is first announced in the press though preceding the date when the shares in the acquired company are surrendered.

TABLE 1. ACQUISITIONS AND MERGERS WITHIN THE UNITED KINGDOM

	Acquisitions of independent companies			Mergers†			Total (1 and 2)			Sales of subsidiaries between company groups			Total number of acquisitions		
	No.	No.	Value	No.	No.	Value	No.	No.	Value	No.	No.	Value	No.	No.	Value
	Acquiring	Acquired	£ million	Acquiring	Acquired	£ million	Acquiring	Acquired	£ million	Acquiring	Acquired	£ million	Acquiring	Acquired	£ million
1969	593	742	961.6	2	2	7.6	595	744	969.2	91	102	99.7	686	846	1,068.9
1970	484	608	954.1	6	6	42.5	490	614	996.6	139	179	125.9	629	793	1,122.5
1971	498	620	745.6	—	—	—	498	620	745.6	189	264	165.5	687	884	911.1
1st quarter	89	110	62.1	—	—	—	89	110	62.1	43	49	27.7	132	159	89.8
2nd quarter	121	148	142.5	—	—	—	121	148	142.5	53	71	44.7	174	219	187.2
3rd quarter	129	156	255.7	—	—	—	129	156	255.7	40	69	31.9	169	225	287.6
4th quarter	159	206	285.3	—	—	—	159	206	285.3	53	75	61.2	212	281	346.5
1972 1st quarter	156	207	426.0	2	2	0.1	158	209	426.1	53	69	39.6	211	278	465.7

†A merger is reckoned as the acquisition of the smaller company by the larger company involved in the transaction and valued at the market value of the smaller company's share of the newly formed company.

TABLE 2. SIZE DISTRIBUTION OF COMPANY ACQUISITIONS WITHIN THE UNITED KINGDOM

Expenditure	1970		1971		1971 Q1		Q2		Q3		Q4		1972 Q1	
£ million	Number	£ million	Number	£ million	Number	£ million	Number	£ million	Number	£ million	Number	£ million	Number	£ million
Over 5	37	765.8	40	511.5	3	28.9	8	93.3	14	185.9	15	203.4	17	355.6
5 or less	756	356.7	844	399.6	156	61.0	211	93.9	211	101.7	266	143.1	261	110.1
Total	793	1,122.5	884	911.1	159	89.9	219	187.2	225	287.6	281	346.5	278	465.7

Industrial countries' trade and production in 1971

Summary

BOTH world trade and world industrial production grew slowly in 1971. It was the second year running of only a slight rise in production. During the year reflationary measures were taken by a number of countries.

The percentage growth in the volume of world exports was the smallest since 1967, and well below the average of the last 10 years. The dollar value of industrial countries' total trade increased by 11½ per cent the increase in volume being about 5½ per cent. Dock strikes in the United States were partly responsible for the poor performance in the second half year; Their effect was particularly marked in the last quarter of 1971.

United Kingdom exports increased faster in value terms, though not in volume, than those of industrial countries as a whole, reflecting the rapid increase in our export prices. Our share of trade in manufactures, in terms of value, increased last year, in contrast to the usual decline.

Special factors affecting trade in 1971

In August the existing exchange rates were effectively suspended, and currencies were allowed to float until the Smithsonian parities* were agreed at the end of the year. It is possible that the period of uncertainty about exchange rates may have had some discouraging effect on trade. In the tables, dollar values have been used throughout and conversions for the last two quarters have been made using average spot rates; for most countries therefore, the growth recorded during this period will be higher than that recorded in national currencies.

The ports on the West Coast of the United States were affected by strikes for the whole of the third quarter of 1971, but work was resumed for 80 days from the first week of October; the strike on the East Coast commenced on October 1 and continued until November 28. Both strikes were preceded by a period of notice and therefore there was a considerable increase of trade in anticipation of the strikes. In the third quarter it is estimated that the effect of the dock strike on the total level of world trade was relatively small, since the increase of trade in anticipation of the East Coast dock strike was probably of similar magnitude to the loss in trade due to the West Coast strike. Recorded figures for individual countries for the third quarter will however be distorted. It is estimated that there was a considerable loss in trade in the fourth quarter due to the East Coast dock strike, and trade figures of all countries will have been affected to some extent. It is hardly possible therefore to identify any significant trends in trade from the figures for the fourth quarter.

Exports

Industrial countries' total exports increased in dollar value by 11½ per cent on 1971. Exports to industrial countries and to primary producers grew at approximately the same rate. Making allowance for price changes, and the changes in exchange rates, the growth in volume of exports was well below the growth in recent years. (In 1970 it was 9 per cent) and about the same as the low rate in 1967. Exports from the various countries and groups of countries are shown in Tables 1 and 2. Japan's exports increased by 25 per cent in dollar value, but the growth in national currency terms was probably less than 15 per cent, much lower than rates enjoyed in immediately preceding years. France and the United Kingdom each increased the value of their exports considerably in 1971; the increases in volume were about 9 per cent and 6½ per cent respectively. German exports showed a real increase of 7 per cent, below the recent average and probably reflecting the effects of industrial disputes and the revaluation of the Deutsche mark as well as the other special factors. In spite of the unsettled economic conditions in Italy in the first half of 1971, the value of exports increased by 15 per cent, reflecting a volume increase of 7 per cent for the second consecutive year. The impact of the dock strikes in the USA makes it difficult to assess the significance of the recorded growth in the exports of the United States and Canada.

* The parities agreed by the Group of Ten at the International Monetary Fund Headquarters on December 18, 1971.

Exports of manufactures

Comparisons of United Kingdom exports with those of the world's main manufacturing countries in the aggregate are more appropriately made in terms of exports of manufactured goods than in terms of exports of all goods. (Non-manufactures are a less important element in United Kingdom exports than in the exports of the other main manufacturing countries). Table 4 shows that exports of manufactures by the main manufacturing countries increased by 12½ per cent in dollar value; the increase was just under 7 per cent in volume. These rates of increase are slower than in recent years. Exports of manufactures from the United Kingdom increased by 16 per cent in dollar terms, resulting in an increase in the United Kingdom share to just over 11 per cent, the first increase since the immediate post war period. However it is important to note that the increased share reflects a faster relative rise in export prices, and that in terms of volume the United Kingdom increase was slightly below that for all main manufacturing countries.

Imports

Total imports into industrial countries increased in value by 11 per cent in 1971. There was little difference in the rates of growth recorded for imports from industrial countries and from primary producers, and the implied increase in the volume of imports was between 5 and 6 per cent.

Table 3 shows that in spite of the dock strikes, imports into the United States increased strongly, probably reflecting the revival of demand being experienced after a period of recession. Imports into Canada also rose very strongly, reflecting the higher level of activity; there may also have been an effect due to the diversion of some trade through Canada during the United States dock strikes. The growth in German imports continued to exceed the average for all industrial countries, though it was somewhat slower than in the preceding years. The current recession in Japan (together with the special factors affecting world trade generally in 1971) was reflected in an exceptionally small increase in Japanese imports.

Industrial production

In 1971, industrial production in industrial countries as a whole, grew very slowly. Of all the industrial countries, only Canada recorded steady growth through the year; in France there was a steadily rising trend after the second quarter when labour disputes adversely affected production. In the United States industrial production showed no certain trend before the end of the year, although preliminary figures for the first months of 1972 suggest that recovery has begun. In the UK, production last year was barely 1 per cent higher than in 1970. In the second half of 1971, industrial production in Germany fell, reflecting restrained domestic demand, and the labour disputes in November and December. Industrial production in Japan was hesitant during 1971 and the increase of less than 5 per cent for the full year was well below average and slightly lower than in the poor year of 1965.

Trade of primary producers and the world

Provisional estimates of trade of the primary producing countries indicate a similar pattern to that for industrial countries. The growth in dollar terms of 9 per cent for exports, and 13 per cent for imports, was lower than for 1970. The volume of trade is estimated to have risen by between 5 and 6 per cent.

Taking industrial and primary producing countries together the 1963-based volume index or world exports increased in 1971 by 5½ per cent, to 192.

Definitions

In this article, the **industrial countries** comprise all members of OECD. All other countries are described as **primary producers.** The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, Cuba, The People's Republic of China, North Korea, and North Vietnam are excluded as reporting countries but are included as markets for exports and as suppliers of imports. **Manufactured goods** are the products included in sections 5-8 of the United Nations standard international trade classification. In 1969 the **11 main manufacturing countries** shown in Table 4 exported 94 per cent of all exports of manufactures from the industrial countries. As indicated in the footnotes, some of the export series in Tables 1 and 4 exclude **United States 'special category exports'.** These are a class of exports, consisting mainly

of military equipment, for which no detailed information on destination is made available by the United States authorities.

The **'smoothed'** series of percentage changes is intended to facilitate the assessment of trends by ironing out some of the fluctuations in the quarter to quarter percentage changes. Percentage changes are shown for the smoothed series obtained by averaging the quarterly totals according to the following formula: smoothed total for any quarter = ¼ (1 × total for previous quarter + 2 × total for the quarter in question + 1 × total for the next quarter). Technically this smoothing device is known as a 1, 2, 1 weighted average.

TABLE 1. INDUSTRIAL COUNTRIES' TRADE

Quarters or quarterly averages seasonally adjusted — US $ thousand million

	Exports (f.o.b.) to									Imports (c.i.f.) ‡ from								
	World			Industrial countries†			Primary producers†			World			Industrial countries			Primary producers		
		Percentage change			Percentage change			Percentage change			Percentage change			Percentage change			Percentage change	
		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*
1966	33.82			23.83			9.78			35.06			24.59			10.45		
1967	35.64	(5.4)		25.25	(6.0)		10.26	(4.9)		36.96	(5.4)		26.07	(6.0)		10.87	(4.0)	
1968	40.20	(12.8)		28.78	(14.0)		11.30	(10.1)		41.54	(12.4)		29.59	(13.5)		11.93	(9.8)	
1969	46.45	(15.5)		33.74	(17.2)		12.60	(11.5)		48.01	(15.6)		34.67	(17.2)		13.32	(11.7)	
1970	53.82	(15.9)		39.16	(16.1)		14.52	(15.2)		55.28	(15.1)		40.36	(16.4)		14.88	(11.7)	
1971	60.07	(11.6)		43.77	(11.8)		16.12	(11.0)		61.37	(11.0)		44.89	(11.2)		16.42	(10.3)	
1967 1st quarter	35.66	(1.9)	(1.4)	25.01	(2.3)	(1.6)	10.56	(1.5)	(1.4)	36.58	(1.7)	(0.9)	25.79	(1.6)	(1.3)	10.76	(1.2)	(−0.2)
2nd quarter	35.64	(nil)	(0.3)	25.09	(0.3)	(0.8)	10.46	(−0.6)	(−0.4)	36.40	(−0.5)	(0.4)	25.84	(0.2)	(0.6)	10.54	(−2.1)	(0.1)
3rd quarter	35.50	(−0.4)	(0.2)	25.12	(0.1)	(1.0)	10.25	(−2.0)	(−2.0)	36.74	(0.9)	(1.4)	25.92	(0.3)	(1.1)	10.88	(3.2)	(2.3)
4th quarter	36.04	(1.5)	(2.1)	25.98	(3.4)	(3.0)	9.89	(−3.5)	(−0.2)	38.32	(4.3)	(3.2)	26.90	(3.8)	(3.1)	11.42	(5.0)	(3.1)
1968 1st quarter	38.11	(5.7)	(3.4)	27.25	(4.9)	(3.4)	10.74	(8.6)	(3.8)	39.59	(3.3)	(2.9)	28.11	(4.5)	(3.3)	11.35	(−0.6)	(1.6)
2nd quarter	38.41	(0.8)	(3.8)	27.40	(0.5)	(3.5)	10.97	(2.1)	(4.8)	39.86	(0.7)	(2.9)	28.26	(0.5)	(3.1)	11.66	(2.7)	(2.6)
3rd quarter	41.50	(8.1)	(4.7)	29.66	(8.3)	(4.9)	11.72	(6.8)	(3.7)	42.54	(6.7)	(4.3)	30.25	(7.0)	(4.6)	12.32	(5.7)	(3.5)
4th quarter	42.32	(2.0)	(2.9)	30.47	(2.7)	(3.8)	11.65	(−0.6)	(0.4)	43.83	(3.0)	(3.3)	31.47	(4.0)	(3.7)	12.35	(0.2)	(1.8)
1969 1st quarter	42.36	(0.1)	(3.2)	31.05	(1.9)	(3.9)	11.21	(−3.7)	(1.9)	44.15	(0.7)	(3.4)	31.48	(nil)	(3.9)	12.52	(1.4)	(2.2)
2nd quarter	46.79	(10.5)	(5.5)	33.80	(8.9)	(5.1)	13.02	(16.2)	(6.8)	48.20	(9.2)	(5.1)	35.06	(11.4)	(5.7)	13.24	(5.7)	(4.1)
3rd quarter	47.53	(1.6)	(4.0)	34.21	(1.2)	(3.8)	13.06	(0.3)	(3.8)	48.92	(1.5)	(3.8)	35.24	(0.5)	(3.9)	13.72	(3.6)	(3.6)
4th quarter	48.92	(2.9)	(3.2)	35.66	(4.3)	(3.7)	13.08	(0.1)	(1.8)	50.56	(3.4)	(3.2)	36.66	(4.0)	(3.4)	13.92	(1.4)	(2.2)
1970 1st quarter	51.53	(5.3)	(4.5)	37.50	(5.1)	(4.7)	13.93	(6.5)	(4.6)	52.82	(4.5)	(4.1)	38.47	(4.9)	(4.6)	14.27	(2.5)	(2.5)
2nd quarter	53.77	(4.2)	(3.7)	39.17	(4.5)	(3.7)	14.62	(5.0)	(3.8)	54.92	(4.0)	(3.5)	40.22	(4.5)	(3.7)	14.74	(3.3)	(3.1)
3rd quarter	54.25	(0.9)	(2.1)	39.47	(0.8)	(2.0)	14.50	(−0.8)	(1.8)	55.81	(1.6)	(2.6)	40.54	(0.8)	(2.5)	15.22	(3.3)	(2.8)
4th quarter	55.62	(2.5)	(2.2)	40.35	(2.2)	(2.1)	15.11	(4.2)	(2.4)	57.53	(3.1)	(2.3)	42.13	(3.9)	(2.7)	15.44	(1.5)	(1.1)
1971 1st quarter	57.28	(3.0)	(3.1)	41.67	(3.3)	(3.2)	15.44	(2.1)	(3.3)	58.35	(1.4)	(2.7)	43.02	(2.1)	(3.0)	15.16	(−1.9)	(1.7)
2nd quarter	59.56	(4.0)	(3.9)	43.32	(4.0)	(3.8)	16.15	(4.6)	(4.2)	61.15	(4.8)	(3.3)	44.66	(3.8)	(2.8)	16.53	(9.0)	(5.0)
3rd quarter	62.39	(4.7)	(2.8)	45.08	(4.1)	(3.0)	17.01	(5.4)	(2.1)	62.40	(2.0)	(2.7)	45.25	(1.3)	(2.5)	17.15	(3.8)	(3.6)
4th quarter	61.22	(−1.9)		45.02	(−0.1)		15.94	(−6.3)		63.72	(2.1)		46.78	(3.4)		16.91	(−1.4)	

* See definitions.
† Excluding United States special category exports (see definitions).
‡ Imports into Canada and the United States are valued f.o.b.
Source: OECD.

TABLE 2. EXPORTS FROM INDUSTRIAL COUNTRIES

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (fob) Percentage change over previous period in brackets

	Total	Canada	United States	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1966	33.82	2.39	7.58	2.45	21.41	3.68	3.87	13.16	2.73	5.03	2.01
1967	35.64 (5.4)	2.64 (10.5)	7.88 (4.0)	2.61 (6.7)	22.52 (5.2)	3.61 (−2.0)	4.09 (5.7)	14.04 (6.6)	2.85 (4.4)	5.43 (7.9)	2.18 (8.2)
1968	40.20 (12.8)	3.14 (18.9)	8.60 (9.2)	3.24 (24.3)	25.21 (12.0)	3.86 (7.0)	4.48 (9.5)	16.06 (14.4)	3.18 (11.6)	6.21 (14.3)	2.55 (17.1)
1969	46.45 (15.5)	3.44 (9.6)	9.50 (10.4)	4.00 (23.3)	29.51 (17.1)	4.40 (14.1)	5.21 (16.4)	18.96 (18.1)	3.76 (18.2)	7.26 (17.0)	2.93 (15.1)
1970	53.82 (15.9)	4.04 (17.4)	10.81 (13.8)	4.83 (20.8)	34.15 (15.7)	4.84 (9.9)	5.98 (14.8)	22.17 (16.9)	4.49 (19.4)	8.55 (17.7)	3.30 (12.5)
1971	60.07 (11.6)	4.42 (9.5)	11.03 (2.0)	6.02 (24.7)	38.61 (13.1)	5.56 (14.9)	6.51 (8.9)	25.21 (13.7)	5.13 (14.4)	9.76 (14.2)	3.78 (14.6)
1967 1st qtr	35.66 (1.9)	2.65 (5.9)	7.91 (2.0)	2.59 (0.1)	22.56 (1.8)	3.89 (−0.4)	4.04 (1.4)	13.87 (2.4)	2.78 (1.4)	5.35 (2.3)	2.18 (5.3)
2nd qtr	35.64 (nil)	2.64(−0.3)	7.87 (−0.5)	2.59 (nil)	22.54(−0.1)	3.76 (−3.2)	4.15 (2.7)	13.92 (0.4)	2.81 (1.0)	5.45 (1.9)	2.14(−1.7)
3rd qtr	35.50(−0.4)	2.54(−3.7)	7.91 (0.5)	2.69 (4.1)	22.35(−0.8)	3.67 (−2.6)	4.03(−2.9)	13.83(−0.7)	2.84 (0.9)	5.38(−1.3)	2.12(−1.0)
4th qtr	36.04 (1.5)	2.75 (8.0)	7.90 (−0.2)	2.65 (1.6)	22.75 (1.8)	3.11(−15.3)	4.19 (4.0)	14.64 (5.8)	2.98 (5.1)	5.60 (4.1)	2.28 (7.4)
1968 1st qtr	38.11 (5.7)	3.04 (10.5)	8.12 (2.8)	2.87 (8.3)	24.08 (5.9)	3.74 (20.3)	4.30 (2.5)	15.26 (4.3)	3.16 (6.0)	5.80 (3.6)	2.38 (4.3)
2nd qtr	38.41 (0.8)	3.09 (1.9)	8.45 (4.0)	3.23 (12.3)	23.65(−1.8)	3.67 (−1.7)	4.37 (1.8)	14.85(−2.7)	2.60(−17.8)	5.81 (0.2)	2.48 (4.3)
3rd qtr	41.50 (8.1)	3.11 (0.4)	9.07 (7.4)	3.30 (2.4)	26.02 (10.0)	3.98 (8.2)	4.55 (3.9)	16.66 (12.2)	3.51 (35.2)	6.38 (9.7)	2.54 (2.7)
4th qtr	42.32 (2.0)	3.28 (5.6)	8.68 (−4.3)	3.50 (6.0)	26.86 (3.2)	4.05 (2.0)	4.66 (2.5)	17.30 (3.9)	3.43 (−2.5)	6.77 (6.1)	2.75 (8.0)
1969 1st qtr	42.36 (0.1)	3.47 (5.7)	7.76(−10.5)	3.73 (6.4)	27.40 (2.0)	4.05 (−0.2)	5.01 (7.6)	17.50 (1.1)	3.59 (4.8)	6.43(−4.9)	2.87 (4.4)
2nd qtr	46.79 (10.5)	3.37(−2.9)	10.03 (29.2)	3.95 (5.9)	29.45 (7.5)	4.32 (6.8)	5.13 (2.4)	19.07 (9.0)	3.81 (6.2)	7.27 (13.0)	3.09 (7.7)
3rd qtr	47.53 (1.6)	3.38 (0.5)	10.04 (0.1)	4.13 (4.8)	29.97 (1.8)	4.61 (6.6)	5.24 (2.0)	19.13 (0.3)	3.63 (−4.8)	7.36 (1.3)	3.01(−2.7)
4th qtr	48.92 (2.9)	3.58 (5.8)	10.16 (1.2)	4.18 (1.2)	31.00 (3.4)	4.64 (0.8)	5.43 (3.8)	19.98 (4.5)	3.90 (7.4)	7.95 (8.1)	2.77(−7.8)
1970 1st qtr	51.53 (5.3)	3.92 (9.6)	10.48 (3.1)	4.61 (10.2)	32.53 (4.9)	4.71 (1.5)	5.74 (5.7)	20.99 (5.0)	4.28 (9.7)	8.08 (1.6)	3.08 (11.3)
2nd qtr	53.77 (4.2)	3.98 (1.5)	11.06 (5.6)	4.75 (3.0)	33.98 (4.5)	4.82 (2.2)	5.96 (3.8)	22.04 (5.0)	4.46 (4.3)	8.50 (5.2)	3.31 (7.3)
3rd qtr	54.25 (0.9)	4.11 (3.2)	10.91 (−1.4)	4.91 (3.5)	34.32 (1.0)	4.59 (−4.7)	6.02 (1.0)	22.45 (1.9)	4.47 (0.3)	8.69 (2.3)	3.43 (3.5)
4th qtr	55.62 (2.5)	4.12 (0.4)	10.85 (−0.5)	5.04 (2.6)	35.61 (3.8)	5.23 (13.8)	6.17 (2.6)	23.02 (2.5)	4.66 (4.2)	8.90 (2.3)	3.38(−1.5)
1971 1st qtr	57.28 (3.0)	4.30 (4.2)	11.36 (4.7)	5.60 (11.2)	36.02 (1.1)	4.88 (−6.6)	6.30 (2.1)	23.53 (2.2)	4.84 (3.7)	9.10 (2.3)	3.50 (3.8)
2nd qtr	59.56 (4.0)	4.35 (1.3)	11.27 (−0.8)	5.96 (6.4)	37.97 (5.4)	5.52 (12.9)	6.43 (2.0)	24.60 (4.5)	5.04 (4.2)	9.64 (6.0)	3.64 (3.9)
3rd qtr	62.39 (4.1)	4.47 (2.8)	11.77 (4.4)	6.18 (3.6)	39.97 (5'0)	5.82 (5.6)	6.50 (1.0)	26.19 (6.5)	5.28 (4.8)	10.22 (6.0)	3.94 (8.2)
4th qtr	61.22(−1.9)	4.55(+1.8)	9.77(−16.9)	6.24 (1.0)	40.66 (1.7)	6.01 (3.2)	6.79 (4.6)	26.42 (0.9)	5.39 (2.1)	10.08(−1.4)	4.06 (3.0)
1972 1st qtr.						6.05 (0.6)					

Sources: United Kingdom: DTI.
Other countries: OECD.

(*continued on next page*)

INDUSTRIAL COUNTRIES' TRADE AND PRODUCTION

continued

TABLE 3. IMPORTS INTO INDUSTRIAL COUNTRIES

Quarters or quarterly averages, seasonally adjusted

US $ thousand million (cif) Percentage change over previous period in brackets

	Total	Canada†	United States†	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1966	35.06	2.33	6.39	2.38	24.01	4.17	4.78	13.42	2.97	4.51	2.15
1967	36.96 (5.4)	2.56 (10.1)	6.71 (5.0)	2.92 (22.4)	24.77 (3.2)	4.43 (6.2)	4.97 (3.9)	13.77 (2.6)	3.10 (4.4)	4.34(−3.7)	2.46 (14.4)
1968	41.54 (12.4)	2.86 (11.6)	8.28 (23.5)	3.25 (11.3)	27.15 (9.6)	4.74 (7.1)	5.21 (4.7)	15.50 (12.5)	3.50 (12.7)	5.04 (16.1)	2.56 (4.3)
1969	48.01 (15.6)	3.29 (14.9)	9.01 (8.8)	3.76 (15.7)	31.95 (17.7)	4.99 (5.3)	6.03 (15.9)	18.94 (22.2)	4.35 (24.4)	6.23 (23.7)	3.11 (21.4)
1970	55.28 (15.1)	3.33 (1.3)	9.99 (10.9)	4.72 (25.6)	37.24 (16.5)	5.43 (8.9)	7.37 (22.1)	22.16 (17.0)	4.78 (9.9)	7.46 (19.6)	3.74 (20.1)
1971	61.37 (11.0)	3.87 (16.3)	11.40 (14.1)	4.92 (4.3)	41.18 (10.6)	5.98 (10.1)	7.97 (8.3)	24.84 (12.1)	5.31 (11.1)	8.59 (15.2)	4.00 (7.0)
1967 1st qtr	36.58 (1.7)	2.49 (2.1)	6.69 (0.3)	2.73 (6.8)	24.66 (1.5)	4.41 (9.9)	5.00 (0.4)	13.60(−0.4)	3.19 (2.6)	4.25(−4.8)	2.36 (4.4)
2nd qtr	36.40(−0.5)	2.54 (2.0)	6.50(−2.9)	2.87 (4.9)	24.49(−0.7)	4.40(−0.2)	4.93(−1.4)	13.43(−1.3)	2.97 (−6.9)	4.23(−0.5)	2.36 (−0.3)
3rd qtr	36.74 (0.9)	2.57 (0.9)	6.62 (1.9)	2.95 (3.0)	24.60 (0.5)	4.42 (0.3)	5.00 (1.5)	13.58 (1.2)	3.09 (4.0)	4.27 (0.9)	2.45 (4.1)
4th qtr	38.32 (4.3)	2.50(−2.6)	7.12 (7.5)	3.14 (6.3)	25.56 (3.9)	4.47 (1.2)	4.98(−0.5)	14.55 (7.2)	3.19 (3.3)	4.61 (7.9)	2.67 (8.9)
1968 1st qtr	39.59 (3.3)	2.80 (12.0)	7.85 (10.3)	3.11(−1.0)	25.82 (1.0)	4.64 (3.8)	5.03 (1.0)	14.54(−0.1)	3.29 (3.1)	4.75 (3.0)	2.25(−15.7)
2nd qtr	39.86 (0.7)	2.75(−2.0)	8.12 (3.4)	3.12 (0.5)	25.87 (0.2)	4.63 (0.1)	5.09 (1.2)	14.48(−0.4)	2.96(−10.2)	4.83 (1.8)	2.55 (13.5)
3rd qtr	42.54 (6.7)	2.79 (1.7)	8.53 (5.1)	3.31 (5.9)	27.91 (7.9)	4.82 (4.0)	5.27 (3.7)	16.10 (11.2)	3.78 (28.0)	5.19 (7.5)	2.67 (4.6)
4th qtr	43.83 (3.0)	3.08 (10.2)	8.48(−0.6)	3.43 (3.6)	28.85 (3.3)	4.86 (0.9)	5.37 (1.9)	16.65 (3.4)	3.97 (4.8)	5.33 (2.6)	2.77 (3.6)
1969 1st qtr	44.15 (0.7)	3.27 (6.2)	7.66(−9.8)	3.45 (0.8)	29.78 (3.2)	4.86(−0.1)	5.51 (2.6)	17.48 (5.0)	4.06 (2.3)	5.79 (8.8)	2.84 (2.8)
2nd qtr	48.20 (9.2)	3.28 (0.3)	9.64 (25.9)	3.46 (0.3)	31.82 (6.9)	5.03 (3.6)	5.87 (6.4)	18.93 (8.3)	4.48 (10.3)	6.13 (5.8)	3.10 (9.0)
3rd qtr	48.92 (1.5)	3.24(−1.2)	9.33(−3.2)	4.04 (16.8)	32.30 (1.5)	5.01(−0.5)	6.12 (4.3)	19.19 (1.4)	4.40 (−1.7)	6.20 (1.2)	3.23 (4.4)
4th qtr	50.56 (3.4)	3.36 (3.8)	9.38 (0.5)	4.10 (1.3)	33.73 (4.4)	5.06 (1.1)	6.55 (7.0)	19.99 (4.2)	4.36 (−0.8)	6.77 (9.1)	3.29 (1.6)
1970 1st qtr	52.82 (4.5)	3.27(−2.7)	9.72 (3.6)	4.44 (8.4)	35.39 (4.9)	5.15 (1.7)	6.97 (6.4)	21.00 (5.1)	4.48 (2.6)	7.32 (8.2)	3.42 (4.0)
2nd qtr	54.92 (4.0)	3.36 (2.7)	9.92 (2.0)	4.51 (1.5)	37.13 (4.9)	5.49 (6.6)	7.30 (4.8)	22.00 (4.8)	4.71 (5.3)	7.42 (1.3)	3.75 (9.8)
3rd qtr	55.81 (1.6)	3.48 (3.4)	9.98 (0.7)	5.03 (11.5)	37.32 (0.5)	5.33(−2.9)	7.34 (0.5)	22.48 (2.2)	4.98 (5.6)	7.34(−1.1)	3.92 (4.4)
4th qtr	57.53 (3.1)	3.18(−8.5)	10.34 (3.6)	4.94(−1.7)	39.06 (4.7)	5.75 (7.9)	7.84 (6.7)	23.12 (2.9)	4.98 (nil)	7.72 (5.3)	3.85 (−1.8)
1971 1st qtr	58.35 (1.4)	3.62 (13.6)	10.82 (4.6)	4.91(−0.7)	39.01(−0.1)	5.76 (0.2)	7.45(−4.9)	23.53 (1.8)	4.91(−1.4)	8.19 (6.1)	3.93 (2.0)
2nd qtr	61.15 (4.8)	3.80 (5.2)	11.84 (9.5)	4.82(−1.8)	40.70 (4.3)	5.89 (2.2)	7.86 (5.5)	24.27 (3.2)	5.18 (5.6)	8.51 (3.8)	3.89 (−1.0)
3rd qtr.	62.40 (2.0)	3.93 (3.2)	11.98 (1.2)	4.86 (0.8)	41.63 (2.3)	5.97 (1.4)	7.97 (1.3)	25.23 (3.9)	5.60 (8.2)	8.63 (1.4)	3.98 (2.3)
4th qtr.	63.72 (2.1)	4.17 (6.1)	10.97(−8.4)	5.14 (5.8)	43.44 (4.3)	6.35 (6.4)	8.43 (5.9)	26.09 (3.4)	5.57(−0.6)	8.99 (4.1)	4.21 (5.7)
1972 1st qtr.						6.87 (8.2)					

† Canadian and United States imports are valued fob.
Sources: United Kingdom: DTI.
Other countries: OECD.

TABLE 4. EXPORTS OF MANUFACTURES BY THE MAIN MANUFACTURING COUNTRIES

Quarters or quarterly averages

US $ thousand million (f.o.b.)

	Total†* (seasonally adjusted)	United Kingdom (seasonally adjusted)	Canada	United States†	Japan	Sweden	Switzerland	Belgium-Luxembourg	France*	German Federal Republic	Italy	Netherlands
1966	23.23	3.07	1.20	4.69	2.26	0.76	0.75	1.40	1.99	4.50	1.60	1.00
1967	24.86	3.02	1.47	5.07	2.44	0.83	0.80	1.44	2.11	4.87	1.75	1.06
1968	28.62	3.25	1.83	5.78	3.05	0.91	0.90	1.67	2.35	5.57	2.10	1.22
1969	33.52	3.75	2.12	6.47	3.74	1.07	1.05	2.07	2.76	6.56	2.44	1.49
1970	38.57	4.09	2.39	7.17	4.53	1.31	1.16	2.40	3.40	7.67	2.77	1.70
1971	43.43p	4.74	2.63p	7.42	5.71	1.45	1.28p	2.47p	3.81	8.74	3.14p	2.02p
1967 1st quarter	24.63	3.26	1.38	5.10	2.13	0.78	0.74	1.47	2.08	4.66	1.73	1.05
2nd quarter	25.09	3.15	1.53	5.34	2.39	0.92	0.79	1.46	2.18	4.91	1.77	1.08
3rd quarter	24.68	3.08	1.34	4.73	2.58	0.70	0.74	1.22	1.90	4.62	1.66	1.03
4th quarter	25.05	2.61	1.64	5.14	2.66	0.93	0.90	1.59	2.28	5.29	1.82	1.09
1968 1st quarter	27.04	3.16	1.73	5.32	2.43	0.86	0.82	1.65	2.42	5.21	1.97	1.17
2nd quarter	27.05	3.09	1.88	5.99	2.99	0.89	0.86	1.64	1.95	5.09	2.05	1.16
3rd quarter	29.67	3.39	1.69	5.75	3.19	0.88	0.88	1.57	2.35	5.51	2.04	1.21
4th quarter	30.73	3.42	2.03	6.04	3.57	1.01	1.04	1.84	2.67	6.45	2.33	1.35
1969 1st quarter	30.44	3.45	2.00	5.59	3.16	1.00	0.94	1.91	2.64	5.76	2.38	1.35
2nd quarter	33.31	3.66	2.18	6.96	3.60	1.08	1.02	2.05	2.87	6.43	2.61	1.47
3rd quarter	34.61	3.93	2.09	6.36	3.95	0.97	1.02	1.94	2.45	6.41	2.48	1.48
4th quarter	35.71	3.98	2.23	6.97	4.26	1.23	1.22	2.38	3.06	7.62	2.31	1.64
1970 1st quarter	36.47	4.02	2.26	7.14	3.88	1.21	1.06	2.27	3.17	7.04	2.53	1.56
2nd quarter	38.80	4.08	2.58	7.75	4.37	1.32	1.18	2.54	3.55	7.62	2.87	1.66
3rd quarter	38.76	3.86	2.17	6.75	4.71	1.20	1.11	2.19	3.09	7.52	2.79	1.70
4th quarter	40.25	4.38	2.54	7.04	5.15	1.50	1.29	2.60	3.79	8.48	2.96	1.87
1971 1st quarter	40.86p	4.20	2.53p	7.55	4.75	1.42	1.13	2.32	3.69	8.11	2.89	1.89p
2nd quarter	42.54p	4.70	2.81p	7.84	5.53	1.47	1.25	2.44	3.87	8.40	3.06	1.96p
3rd quarter	45.33p	4.87	2.41p	7.47	6.09	1.30	1.26p	2.37	3.54	8.88	3.17p	2.01p
4th quarter	45.0p	5.18	2.76p	6.84	6.47	1.61	1.48p	2.71p	4.14	9.59	3.43p	2.23p
1972 1st quarter		5.16										

† Excluding United States special category exports (see definitions).
Sources: United Kingdom and Total: DTI
Other countries: OECD.

* The 1970 figures include exports of certain items valued at $138 million which are assigned to section 5 by OECD but to section 9 by other reporting authorities.

TABLE 5. WORLD TRADE

Quarters or quarterly averages, seasonally adjusted

US $ thousand million

	Exports (fob) from									Imports (cif)† into								
	World			Industrial countries			Primary producers			Volume of world exports 1963=100	World			Industrial countries			Primary producers		
		Percentage change			Percentage change			Percentage change				Percentage change			Percentage change			Percentage change	
		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*			over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*
1966	45.20			33.82			11.38			127	47.27			35.06			12.21		
1967	47.47	(5.0)		35.64	(5.4)		11.83	(4.0)		134	49.75	(5.2)		36.96	(5.4)		12.79	(4.7)	
1968	53.01	(11.7)		40.20	(12.8)		12.81	(8.3)		151	55.26	(11.1)		41.54	(12.4)		13.72	(7.3)	
1969	60.65	(14.4)		46.45	(15.5)		14.20	(10.9)		167	62.96	(13.9)		48.01	(15.6)		14.95	(8.9)	
1970	69.66	(14.9)		53.82	(15.9)		15.84	(11.6)		182	72.57	(15.3)		55.28	(15.1)		17.29	(15.7)	
1971	77.38p	(11.1)		60.07	(11.6)		17.31p	(9.3)		192	80.88p	(11.5)		61.37	(11.0)		19.51p	(12.9)	
1967 1st qtr	47.33	(2.0)	(1.3)	35.66	(1.9)	(1.4)	11.67	(2.6)	(1.0)	132	49.39	(1.5)	(1.1)	36.58	(1.7)	(0.9)	12.82	(1.1)	(1.4)
2nd qtr	47.28	(−0.1)	(0.5)	35.64	(nil)	(0.3)	11.63	(−0.3)	(1.0)	133	49.42	(0.1)	(0.4)	36.40	(−0.5)	(0.4)	13.02	(1.6)	(0.3)
3rd qtr	47.37	(0.2)	(0.5)	35.50	(−0.4)	(0.2)	11.88	(2.1)	(1.5)	133	49.36	(−0.1)	(0.8)	36.74	(0.9)	(1.4)	12.62	(−3.1)	(−1.0)
4th qtr	48.18	(1.7)	(2.1)	36.04	(1.5)	(2.1)	12.14	(2.2)	(1.9)	136	51.02	(3.4)	(2.5)	38.32	(4.3)	(3.2)	12.69	(0.6)	(0.5)
1968 1st qtr	50.40	(4.6)	(3.0)	38.11	(5.7)	(3.4)	12.29	(1.3)	(1.9)	144	52.77	(3.4)	(2.8)	39.59	(3.3)	(2.9)	13.19	(3.9)	(2.6)
2nd qtr	51.03	(1.3)	(3.5)	38.41	(0.8)	(3.8)	12.63	(2.7)	(2.4)	145	53.34	(1.1)	(2.8)	39.86	(0.7)	(2.9)	13.48	(2.2)	(2.8)
3rd qtr	54.50	(6.8)	(4.2)	41.50	(8.1)	(4.7)	13.00	(3.0)	(2.8)	154	56.42	(5.8)	(3.9)	42.54	(6.7)	(4.3)	13.88	(2.9)	(2.9)
4th qtr	55.63	(2.1)	(2.7)	42.32	(2.0)	(2.9)	13.31	(2.4)	(2.0)	159	58.18	(3.1)	(2.9)	43.83	(3.0)	(3.3)	14.35	(3.4)	(1.6)
1969 1st qtr	55.73	(0.2)	(2.8)	42.36	(0.1)	(3.2)	13.37	(0.5)	(1.8)	154	58.08	(−0.2)	(2.7)	44.15	(0.7)	(3.4)	13.93	(−2.9)	(0.4)
2nd qtr	60.66	(8.8)	(5.0)	46.79	(10.5)	(5.5)	13.87	(3.7)	(3.4)	168	62.70	(8.0)	(4.6)	48.20	(9.2)	(5.1)	14.49	(4.1)	(3.0)
3rd qtr	62.19	(2.5)	(4.0)	47.53	(1.6)	(4.0)	14.67	(5.8)	(4.2)	171	64.40	(2.7)	(4.1)	48.92	(1.5)	(3.8)	15.48	(6.8)	(5.1)
4th qtr	63.81	(2.6)	(3.1)	48.92	(2.9)	(3.2)	14.89	(1.5)	(2.4)	173	66.46	(3.2)	(3.2)	50.56	(3.4)	(3.2)	15.90	(2.7)	(2.9)
1970 1st qtr.	66.81	(4.7)	(4.1)	51.53	(5.3)	(4.5)	15.27	(2.6)	(3.1)	174	68.88	(3.6)	(3.8)	52.82	(4.5)	(4.1)	16.05	(1.0)	(0.3)
2nd qtr	69.68	(4.3)	(3.5)	53.77	(4.3)	(3.7)	15.91	(4.2)	(2.9)	184	72.02	(4.6)	(3.7)	54.92	(4.0)	(3.5)	17.11	(6.6)	(2.8)
3rd qtr	70.30	(0.9)	(2.0)	54.25	(0.9)	(2.1)	16.06	(0.9)	(1.6)	182	73.49	(2.0)	(2.9)	55.81	(1.6)	(2.6)	17.68	(3.3)	(4.4)
4th qtr	71.74	(2.0)	(1.9)	55.62	(2.5)	(2.2)	16.12	(0.4)	(0.9)	189	75.85	(3.2)	(2.5)	57.53	(3.1)	(2.3)	18.32	(3.6)	(4.2)
1971 1st qtr	73.69	(2.7)	(2.9)	57.28	(3.0)	(3.1)	16.42	(1.8)	(2.3)	188	77.13	(1.7)	(2.5)	58.35	(1.4)	(2.7)	18.78	(2.5)	(3.3)
2nd qtr	76.83	(4.3)	(4.1)	59.56	(4.0)	(3.9)	17.27	(5.2)	(4.5)	194	80.54	(4.4)	(3.4)	61.15	(4.8)	(3.3)	19.39	(3.3)	(3.0)
3rd qtr	80.60p	(4.9)	(2.8)	62.39	(4.7)	(2.8)	18.22p	(5.5)	(2.7)	198	82.27p	(2.1)	(2.6)	62.40	(2.0)	(2.7)	19.87p	(2.4)	(2.9)
4th qtr	78.57p	(−2.5)		61.22	(−1.9)		17.35p	(−4.7)		191	83.75p	(1.8)		63.72	(2.1)		20.03p	(0.8)	

* See definitions.
† Imports into Canada and the United States are valued fob.
Sources: Industrial countries: OECD
Primary producers: International Monetary Fund (seasonally adjusted by DTI).
Volume index: United Nations (seasonally adjusted by DTI).

TABLE 6. INDEX NUMBERS OF INDUSTRIAL PRODUCTION

Seasonally adjusted

1963 = 100

	Industrial countries †	Canada	United States †	Japan	European OECD	United Kingdom	Sweden	EEC	France	German Federal Republic	Italy
Weights	100.0	3.4	50.9	5.7	40.0	8.5	1.4	25.1	7.8	10.6	4.0
1965	115	119	115	120	112	111	119	111	109	114	106
1966	123	127	126	136	118	113	124	117	117	116	118
1967	128	131	131	162	119	113	127	119	121	114	128
1968	137	140	138	190	128	119	134	129	126	127	136
1969	147	146	145	222	140	123	145	143	142	144	141
1970	150	149	139	258	148	125	156	152	150	153	150
1971	152	154	139	270	152	126	159	156	158	156	146
1967 1st quarter	126	128	129	151	117	111	127	117	119	112	126
2nd quarter	126	130	129	157	118	112	128	116	118	111	128
3rd quarter	128	132	131	166	119	112	127	119	120	114	127
4th quarter	131	133	133	174	123	115	130	123	123	120	131
1968 1st quarter	133	134	135	177	124	117	129	125	127	120	133
2nd quarter	135	138	137	187	123	118	134	122	108	127	135
3rd quarter	139	139	139	194	130	120	138	131	132	129	136
4th quarter	142	143	140	203	135	122	141	137	138	136	141
1969 1st quarter	144	147	143	205	137	122	143	140	138	139	144
2nd quarter	147	146	144	218	141	124	146	144	142	144	147
3rd quarter	149	145	146	227	142	124	148	145	144	145	144
4th quarter	149	148	145	238	143	124	153	145	144	150	131
1970 1st quarter	150	150	141	245	148	125	155	152	150	153	152
2nd quarter	151	150	141	258	148	125	160	153	150	156	149
3rd quarter	151	149	140	264	148	126	156	152	149	153	149
4th quarter	149	149	135	263	149	126	162	152	151	152	151
1971 1st quarter	151	151	138	268	151	126	163	156	155	159	149
2nd quarter	152	152	140	265	151	126	162	155	154	158	145
3rd quarter	152	155	138	274	151	127	154	155	160	155	142
4th quarter	153	158	140	274	152	126	160	156	163	152	150

† The United States series has been revised from 1st quarter, 1967.
Source: OECD.

Electronic capital equipment during the fourth quarter of 1971

Output

PROVISIONAL figures issued by the Department of Trade and Industry show that output, at current prices, of electronic capital equipment in the fourth quarter of 1971 remained at the same level as in the third quarter. The value of total output, which includes research and development was, however, 2 per cent below the fourth quarter of 1970 at £167 million compared with £170 million.

For the year as a whole total output only marginally exceeded that of 1970, after rising markedly (by 25 per cent) the previous year. Exports in 1971 were appreciably lower. A detailed comparison is as follows:

TOTAL OUTPUT OF ELECTRONIC CAPITAL EQUIPMENT

£ million, current prices

				Change			
				1970 on 1969		1971 on 1970	
	1969	1970	1971	£m	%	£m	%
Computers	141.8	209.2	193.4	+ 67.4	+47	−15.8	− 8
Control equipment	64.3	76.8	89.0	+ 12.5	+19	+12.2	+16
Measuring instruments	41.3	47.3	49.2	+ 6.0	+14	+ 1.9	+ 4
Nucleonic instruments	5.0	5.2	7.8	+ 0.2	+ 4	+ 2.6	+50
Broadcasting equipment	17.1	12.2	10.6	− 4.9	−29	− 1.6	−13
Radar	44.9	63.3	66.2	+ 18.4	+41	+ 2.9	+ 5
Navigational aid equipment	49.1	52.1	45.8	+ 3.0	+ 6	− 6.3	−12
Radio communication equipment	57.9	73.5	68.0	+ 15.6	+27	− 5.5	− 7
Other goods	38.5	49.3	51.7	+ 10.8	+28	+ 2.4	+ 5
Other work	30.2	34.5	47.8	+ 4.3	+14	+13.3	+39
Total deliveries	490.2	623.5	629.4	+133.3	+27	+ 5.9	+ 1
Research and development	45.2	48.7	46.4	+ 3.5	+ 8	− 2.3	− 5
Total output	535.3	672.2	675.8	+136.9	+25	+ 3.6	+ 1

Last year was the first since 1966, when the inquiry took its present form, not to show an appreciable increase over the level of output in the previous year. The above table shows that the marked change in the trend between 1969-70 and 1970-71 was largely the consequence of an easing back last year in deliveries of computers, radio communication and navigational aid equipment and slower growth in radar and other goods, after very strong increases for most of these products in 1970. The weaker trend in deliveries last year mainly reflected a fall of £18 million (7 per cent) in exports while home deliveries showed only a modest increase of 6 per cent during the low phase in the United Kingdom investment cycle.

Quarterly figures are shown in the table below. Although not seasonally adjusted, the run of figures suggests that most of the fall in deliveries between 1970 and 1971 occurred near the beginning of the year; there appeared to be little change in total deliveries in the last three quarters of 1971.

Exports

There was a deterioration in the export performance of the electronic capital equipment sector in 1971. Normally, a high proportion of deliveries of hardware is exported and in recent years this proportion has tended to rise. The trend was interrupted in 1971 both absolutely and relatively.

£ million, current prices

	Total deliveries	Exports	Percentage (exports to total)
1967	367	126	34
1968	430	154	36
1969	490	190	39
1970	623	252	40
1971	629	234	37

Fuller details appear in the table below. This shows that the lower level of exports in 1971 was mainly owing to reduced overseas sales of radar, radio-communication and electronic navigational aid equipment which reached high totals in 1970.

Orders on hand

The fall in home orders on hand which has been the main feature of the capital goods sector since mid-1970, apart from a temporary recovery in the first quarter of last year, appears again to have been arrested. In the fourth quarter of 1971 there was a modest rise in home order books. Export orders however fell back partly from the record level achieved at the end of September but at £227 million they were still at an historically high value 13 per cent higher than a year earlier.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

ELECTRONIC CAPITAL EQUIPMENT

Deliveries. R & D and other work

£ million, current prices

	1969		1970 r		1971 p		1971 1st quarter p		2nd quarter p		3rd quarter p		4th quarter p	
	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export
1. Electronic computers and related equipment (a)	141.8	59.3	209.2	90.7	193.4	89.6	49.9	19.9	50.2	21.6	48.3	22.9	45.0	25.2
2. Industrial electronic control equipment	64.3	16.0	76.8	19.7	89.0	20.6	20.9	4.2	22.8	5.2	22.5	5.1	22.9	6.1
3. Electronic measuring and testing equipment	41.3	19.4	47.3	21.7	49.2	23.2	11.7	5.0	11.0	4.8	13.8	7.5	12.6	5.9
4. Nucleonic instruments and controls	5.0	1.3	5.2	1.4	7.8	3.2	1.5	0.5	2.0	0.8	1.8	0.8	2.5	1.1
5. Public broadcasting and ancillary equipment	17.1	7.4	12.2	6.7	10.6	5.8	2.8	1.5	2.4	1.4	2.7	1.1	2.6	1.8
6. Radar	44.9	26.3	63.3	32.2	66.2	27.6	18.3	7.7	20.9	9.1	12.4	4.3	14.6	6.6
7. Electronic navigational aid equipment	49.1	18.5	52.1	20.7	45.8	16.1	13.5	5.0	8.9	3.7	11.8	3.8	11.6	3.5
8. Radio communication equipment	57.9	26.4	73.5	40.3	68.0	26.9	19.4	8.8	14.2	4.7	15.5	6.2	18.9	7.2
9. Other electronic capital goods	38.5	11.9	49.3	16.2	51.7	16.3	13.6	4.0	12.4	4.8	13.8	3.7	11.9	3.8
10. Other work	30.2	3.8	34.5	2.6	47.8	4.8	11.6	1.0	12.5	1.0	12.0	1.2	11.6	1.6
Total deliveries	490.2	190.3	623.5	252.4	629.4	234.2	163.2	57.6	157.4	57.2	154.6	56.5	154.3	62.9
11. Research and Development	45.2	3.4	48.7	2.3	46.4	1.9	11.6	0.3	10.4	0.3	11.9	0.5	12.5	0.8
Total output	535.3	193.6	672.2	254.7	675.8	236.1	174.9	57.9	167.7	57.5	166.5	57.0	166.8	63.7
12. Sales to other UK electronics manufacturers	10.6	—	19.8	—	20.8	—	5.8	—	4.8	—	5.3	—	4.9	—

(a) Manufacturers' deliveries of British made equipment only (ie excludes factored goods).

NOTES: 1. Items 2, 3, 4 above are derived from the Electronic Capital Equipment inquiry and estimates from the Scientific Instrument inquiry.
2. Item 10 covers the installation and field maintenance of capital equipment.
3. Item 11 refers only to contract R & D. It does not include 'in-house' R & D for firms' own products.
4. Item 12 is already included as part of the output of these other manufacturers in Total Output.

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ORDERS ON HAND FOR ELECTRONIC CAPITAL EQUIPMENT

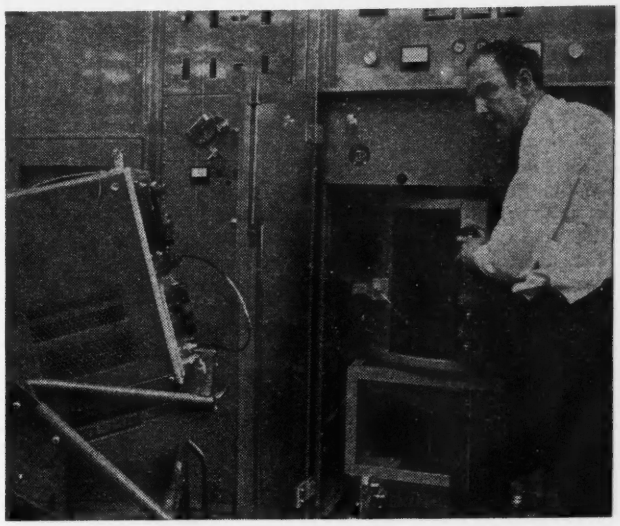
£ million, current prices

	Home	Export	Total
December 31, 1967	319	157	476
December 31, 1968	360	176	536
December 31, 1969	394	225	619
December 31, 1970	380	201	581
December 31, 1971	371	227	598
March 31, 1970	378	203	580
June 30, 1970	406	216	622
September 30, 1970	392	205	597
December 31, 1970	380	201	581
March 31, 1971	393	200	593
June 30, 1971	374	198	572
September 30, 1971	364	242	606
December 31, 1971	371	227	598

Included in each of the above are orders for computers. At December 31, 1971 these amounted to £217 million of which £93 million were for the home market and £124 million for export.

Employment

By the end of 1971 the number of those employed in the capital sector, including those in the computer industry, had fallen to 144,000, a drop of 4 per cent from the end-1970 figure of 150,000.



English Electric Valve Co. Ltd., has supplied the amplifier klystron (type K385) for the first UHF TV transmitter to be installed in South Africa. Built by Pye TVT Ltd., of Cambridge for the South African Broadcasting Corporation, the transmitter, which is being delivered this month, will be used for training staff in readiness for the opening of South African TV service.

Release dates of economic statistics to be published in June

THIS notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in June. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release*	Source
June			
1 Thurs	Central Government borrowing requirement (April)	Fin Stats	CSO/Treasury
	Weekly fuel statement	PN	DTI
2 Fri	UK Official Reserves (May)	PN	Treasury
5 Mon	Capital issues and redemptions (May)	PN	Bank of England
6 Tues	Consolidated Fund and National Loans Fund (May)	London Gazette	Treasury
	Hire purchase and other instalment credit business (April)	PN	DTI
	Retail trade (April)	PN	DTI
	Weekly fuel statement	PN	DTI
7 Wed	UK banks' eligible liabilities, reserve assets and reserve ratios (mid-May)	PN	Bank of England
	Numbers of foreign visitors to Britain (April)	PN	DTI
8 Thurs	UK Balance of Payments (1st qtr)	PN	CSO/Treasury
9 Fri	UK banking statistics (1st qtr) } Money stock (1st qtr) }	Bulletin	Bank of England
	Crude steel production (May)	PN	BSC/BISPA
	Finished steel receipts, consumption and stock changes (1st qtr—final)	PN	DTI
12 Mon	Investment intentions of the manufacturing, distributive and service industries for 1972 and 1973	PN	DTI
	Capital expenditure by the manufacturing, distributive and service industries (1st qtr—prov)	PN	DTI
	Manufacturers' and distributors' stocks (1st qtr—prov)	PN	DTI
	Turnover of the motor trades (April)	PN	DTI
	Turnover of the catering trades (April)	PN	DTI
13 Tues	UK overseas trade (May)	PN	DTI
	Weekly fuel statement	PN	DTI
14 Wed	Construction—output (1st qtr)	PN	Dept of Environment
15 Thurs	Index of industrial production (April)	PN	CSO
	Wholesale price index numbers (May)	PN	DTI
16 Fri	Retail prices index (May)	PN (19.30 hrs)	D of Employment
	Quarterly analysis of bank advances (mid-May)	PN	Bank of England
	Building Societies receipts and loans (May)	PN	BSA
19 Mon	Basic rates of wages and normal weekly hours (end May) } Monthly index of average earnings (April) }	PN (19.30 hrs)	D of Employment
20 Tues	Weekly fuel statement	PN	DTI
21 Wed	National income and expenditure (1st qtr—prov)	PN	CSO
	UK banks' assets and liabilities and the money stock (mid-May)	PN	Bank of England
22 Thurs	Registered unemployed (June-prov) } Unfilled vacancies (June-prov) }	PN	D of Employment
	New vehicle registrations (May)	PN	Dept of Environment
	Car and commercial vehicle production (May)	PN	DTI
25 Sun	National Savings monthly progress report (May)	PN	DNS
26 Mon	National food survey report on consumption (1st qtr)	PN	MAFF
27 Tues	Weekly fuel statement	PN	DTI
28 Wed	Central Government borrowing requirement (May)	Fin Stats	CSO/Treasury
	Construction–new orders (April)	PN	Dept of Environment
	Electricity generation (May)	PN	DTI
29 Thurs	Housing starts and completions (May) } House improvement grants (May) }	PN	Dept of Environment
	Registered unemployed (May–final) } Employment in production industries (April) } Overtime and short-time working in manufacturing industries (April) } Stoppages of work due to industrial disputes (May) }	Gazette	D of Employment
30 Fri	Bricks and cement production (May)	PN	Dept of Environment

* Press Notice.

Deliveries of man-made fibres

THE total deliveries of man-made fibres in the first quarter of 1972 were 4 per cent less than in the first quarter of 1971. Deliveries of continuous filament yarns to the home trade during the first quarter of 1972 were 15 per cent less than in the first quarter of 1971 and deliveries of staple fibre were 13 per cent less. Deliveries of continuous filament yarns for export were 13 per cent more than in the first quarter of 1971, while deliveries of staple fibre were 17 per cent more.

DELIVERIES OF CONTINUOUS FILAMENT YARNS (*a*)

Thousand metric tons

		Home						
	Total	Total	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres etc.)	Other purposes	Exports as yarn (*b*)
1964	176.9	134.1	39.5	25.8	19.3	43.4	6.0	42.9
1965	180.3	140.7	40.4	25.0	21.4	48.1	6.8	39.6
1966	183.8	149.5	41.1	30.9	20.9	48.6	7.9	34.4
1967	198.4	156.9	34.2	39.6	25.3	48.9	8.9	41.5
1968	238.4	188.9	40.0	54.9	32.0	52.2	9.8	49.4
1969	242.7	193.6	39.2	51.9	35.3	58.8	8.4	49.1
1970	254.8	198.1	35.3	63.7	38.0	53.3	7.8	56.7
1971	261.4	198.7	34.0	69.9	41.4	43.5	9.9	62.7
1971 1st qtr.	69.3	53.9	8.6	20.0	10.5	12.7	2.2	15.3
2nd qtr.	64.5	49.6	8.3	17.1	10.3	11.1	2.8	14.9
3rd qtr.	60.1	44.6	7.5	15.7	9.7	9.5	2.2	15.5
4th qtr.	67.6	50.6	9.6	17.1	10.9	10.3	2.7	17.0

		Home					
	Total	Total	Broad weaving	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Textured or for texturing for all purposes other than carpets or industrial	Exports as yarn (*b*)
1972 1st qtr.	63.3	46.0	8.8 (*c*)	10.0	9.8	2.7	14.8	17.3

(*a*) The classification of end uses was revised in January 1968 and the figures for deliveries to individual industries 1968 to 1971 might not be fully comparable with those for earlier years. From January 1972 a further reclassification was introduced: deliveries of textured yarns and yarns for texturing, which were previously included in the figures for individual industries, are shown separately from the first quarter 1972.

(*b*) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

(*c*) Includes 2.8 thousand metric tons for carpets and rugs.

DELIVERIES OF STAPLE FIBRE (*a*)

Thousand metric tons

		Home					
	Total	Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	Exports (*b*)
1964	208.6	158.6	62.0	57.8	17.4	21.5	50.1
1965	204.4	151.8	57.0	56.9	13.3	24.5	52.7
1966	204.5	147.6	52.1	57.0	12.8	25.6	57.0
1967	234.5	152.9	47.9	58.2	19.1	27.8	81.6
1968	282.4	173.1	52.3	58.2	26.3	36.3	109.3
1969	299.3	169.2	51.1	51.5	28.0	38.6	130.1
1970	329.4	191.4	57.6	57.1	31.5	45.2	138.1
1971	338.7	185.9	59.6	50.1	29.3	46.9	152.9
1971 1st qtr.	88.7	49.4	16.8	13.2	6.9	12.5	39.3
2nd qtr.	82.4	45.2	15.0	12.5	6.3	11.5	37.2
3rd qtr.	82.1	41.8	13.0	11.1	7.1	10.7	40.2
4th qtr.	85.6	49.4	14.9	13.3	9.0	12.3	36.2

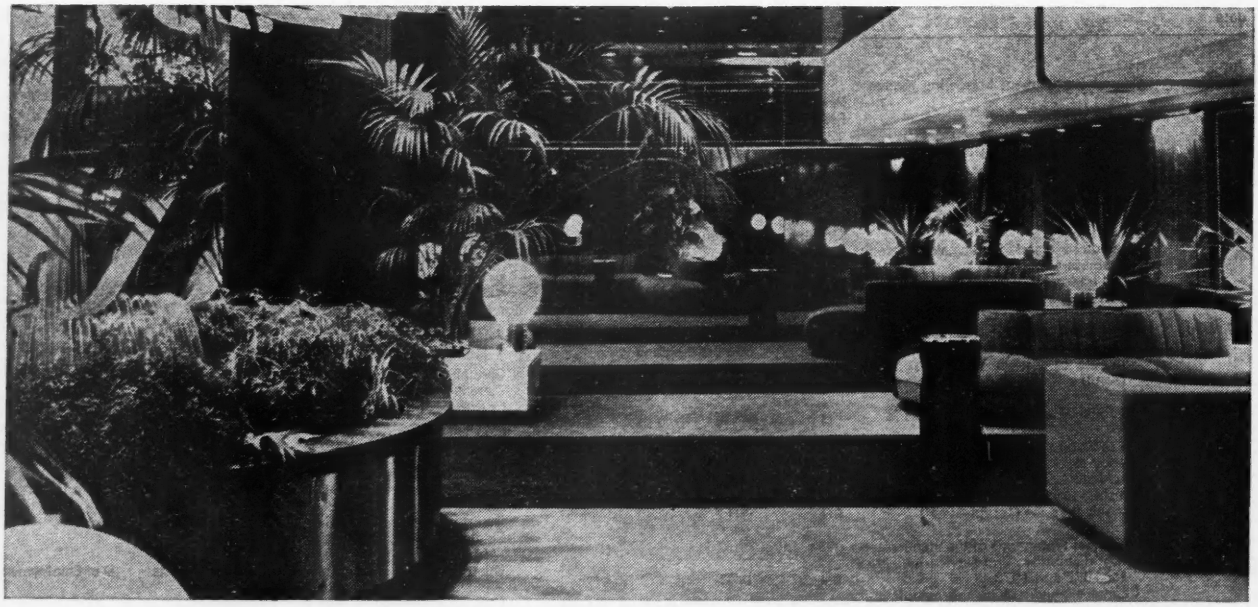
		Home				
	Total	Total	Cotton spinning	Wool spinning	Other systems and sundries	Exports (*b*)
1972 1st qtr.	89.0	43.1	11.5	7.4	24.3	45.9

(*a*) The classification of end uses was revised in January 1972, and the figures for deliveries to individual industries from the first quarter 1972 are not comparable with those for earlier years.

(*b*) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Business Statistics Office

A booklet giving a general account of the background and activities of the Business Statistics Office is available from the Business Statistics Office, Lime Grove, Ruislip, Middlesex HA4 8RS Tel. 01-866 8771, ext. 17 or 123.



A new all-French luxury hotel in Paris, the Hotel PLM St. Jacques on the Boulevard St. Jacques, has been carpeted throughout by a British carpet company. The contract, for a total of 27,000 square metres of carpet, is believed to be the largest single carpet export order obtained by a British company to France. It was gained for British Carpets Ltd, part of The Guthrie Corporation, by their French associate company, British Carpets S.A. Two British Carpets group member companies, Kingsmead and Templetons, supplied the carpets. Kingsmead Blenheim, a tufted 100 per cent nylon export quality, is the main carpeting in the Hotel, while Templeton supplied a high quality Axminster for the St. Jacques' speciality restaurant.

Production of man-made fibres in March

THE volume of production of man-made fibres in March was 10 per cent less than in March 1971.

Total production by weight of man-made fibres in March was 7 per cent less than in March 1971 with output of continuous filament 21 per cent less and staple fibre 4 per cent more.

MAN-MADE FIBRE PRODUCTION

Thousand metric tons (†)

	Total	Continuous filament (singles)	Staple fibre
1964	374.3	171.5	202.8
1965	391.0	179.8	211.2
1966	399.9	186.6	213.3
1967	433.2	198.9	234.4
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1970 1st quarter	146.8	63.4	83.4
2nd quarter	155.7	67.6	88.0
3rd quarter	148.7	60.7	88.0
4th quarter	148.3	65.8	82.5
1971 1st quarter	157.2	72.1	85.1
2nd quarter	153.2	69.5	83.7
3rd quarter	147.8	66.3	81.5
4th quarter	154.8	68.5	86.4
1972 1st quarter	145.7	59.6	88.2
1970 October	48.8	22.0	26.8
November	50.0	22.7	27.3
December	49.4	21.0	28.4
1971 January	52.2	24.7	27.6
February	48.3	22.3	26.0
March	56.7	25.2	31.5
October	52.4	23.6	28.8
November	52.0	23.2	28.9
December	50.4	21.7	28.7
1972 January	48.0	22.6	25.3
February	45.2	17.1	28.1
March	52.6	19.8	32.7

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

INDEX OF THE VOLUME OF PRODUCTION OF MAN-MADE FIBRES 1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213
1970	238
1971	252

	Actual	Seasonally adjusted
1970 1st quarter	228	214
2nd quarter	248	236
3rd quarter	234	258
4th quarter	241	243
1971 1st quarter	263	252
2nd quarter	253	242
3rd quarter	241	263
4th quarter	250	252
1972 1st quarter	241	231
1970 October	240	247
November	251	248
December	233	233
1971 January	256	248
February	263	250
March	271	257
October	250	257
November	260	254
December	239	243
1972 January	250	242
February	230	219
March	243	231

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1971, and may be subject to slight revision when the complete figures for 1972 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11,1970 (page 375).

Tel. 01-799 5688, ext. 111 or 264.

Man-made fibres: quarterly analysis of production

PRODUCTION by weight of synthetic fibres in the first quarter of 1972 was 5 per cent less than in the corresponding period of 1971, while production of viscose plus acetate was 11 per cent less. Within the total for synthetic fibres, production of continuous filament yarn was 9 per cent less and staple fibre 1 per cent more. Under the heading 'viscose plus acetate', production of continuous filament yarn was 35 per cent less and staple fibre 2 per cent more than in the first quarter of 1971.

Figures issued by the Man-made Fibres Producers Committee are now given in metric tons; the table has been converted to maintain continuity.

ANALYSIS OF MAN-MADE FIBRE PRODUCTION

Thousand metric tons (†)

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose +acetate	Synthetic	Viscose +acetate	Synthetic	Viscose +acetate
1961	66.2	191.3	39.7	79.2	26.5	112.2
1962	83.0	201.5	51.7	80.2	31.2	121.3
1963	105.4	220.8	64.3	85.5	41.1	135.3
1964	126.4	247.9	75.1	96.4	51.3	151.5
1965	148.0	243.0	81.6	98.2	66.4	144.9
1966	174.8	225.1	95.8	90.7	78.9	134.4
1967	194.1	239.1	108.2	90.7	85.9	148.5
1968	268.4	270.8	144.3	97.5	124.1	173.3
1969	291.4	262.5	155.9	96.6	135.5	166.0
1970	336.9	262.5	166.6	90.9	170.3	171.6
1971	357.3	255.7	191.2	85.2	166.1	170.6
1969 1st quarter	71.3	70.6	39.5	25.8	31.8	44.8
2nd quarter	75.7	68.0	39.4	25.3	36.3	42.7
3rd quarter	70.4	55.3	37.4	20.2	33.1	35.2
4th quarter	74.0	68.6	39.6	25.3	34.3	43.3
1970 1st quarter	78.2	68.5	38.4	25.0	39.8	43.5
2nd quarter	87.4	68.3	43.0	24.6	44.4	43.7
3rd quarter	84.2	64.5	40.9	19.8	43.3	44.7
4th quarter	87.0	61.2	44.3	21.5	42.7	39.7
1971 1st quarter	92.5	64.8	49.6	22.6	42.9	42.2
2nd quarter	89.6	63.6	48.5	21.0	41.1	42.6
3rd quarter	86.1	61.7	45.9	20.4	40.2	41.3
4th quarter	89.1	65.7	47.3	21.2	41.9	44.5
1972 1st quarter	88.1	57.7	44.9	14.7	43.2	43.0

The heading 'Viscose + acetate' includes triacetate.

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis: previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Retail sales in Northern Ireland

THE index of retail sales in Northern Ireland for February was 119 (1965 = 100), 2 per cent more than in February 1971. After allowing for price changes, the total volume of sales in February 1972 was 6 per cent less than a year earlier.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in February are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (Tel: Belfast (0232) 34488, ext. 336).

	February 1972	
The value of sales by:	Index number 1965 = 100	Percentage increase
All kinds of business	119	2
Food shops	146	6
Non-food shops	102	−1
Of which:		
Clothing and footwear shops	95	−9
Durable goods shops	117	3
Miscellaneous non-food shops	104	—
Department and general stores	90	−5

Sales by wholesale textile houses

SALES by wholesale textile houses in March showed a decrease of 3 per cent on a year earlier, compared with increases of 9 per cent in January and 5 per cent in February.

The value of stocks at the end of March was 11 per cent higher than a year earlier.

TABLE 1. TOTAL SALES AND STOCKS

Index numbers and *percentage increase compared with a year earlier* 1950 =100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1970 2nd quarter	97	*–2*	140	*1*
3rd quarter	105	*5*	146	*–7*
4th quarter	135	*8*	143	*–3*
1971 1st quarter	100	*10*	147	*–8*
2nd quarter	106	*10*	135	*–4*
3rd quarter	115	*9*	148	*1*
4th quarter	140	*4*	152	*6*
1972 1st quarter	102	*2*	164	*11*
1971 March	134	*13*	147	*–8*
April	115	*12*	136	*–7*
May	101	*10*	137	*–9*
June	103	*8*	135	*–4*
July	90	*8*	137	*–6*
August	110	*10*	142	*–1*
September	145	*8*	148	*1*
October	155	*1*	138	*7*
November	131	*6*	155	*10*
December	135	*7*	152	*6*
1972 January	72	*9*	152	*19*
February	103	*5*	160	*16*
March	130	*–3*	164	*11*

TABLE 2. ANALYSIS BY DEPARTMENT

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	March 1972	January-March 1972	March 1972
Women's knitted outerwear, blouses and skirts	–11	– 1	7
Women's coats, costumes, furs and raincoats	–33	–14	5
Women's underwear	–20	–11	–13
Women's hose and children's socks	–16	–23	–27
Women's millinery	– 1	8	– 1
Haberdashery, ribbons and wool	27	16	69
Children's wear	7	9	21
Men's and boys' shirts, pyjamas and outfitting	– 3	– 2	44
Gloves	– 4	– 5	39
Piece-goods and nets	–29	–25	5
Household textiles	–10	– 6	25
Floor coverings, furniture and hardware	6	10	15
Boots and shoes	6	3	– 9
Total†	– 3	2	11

† Including some items not included among the sub-headings.
‡ Values at cost.

Note

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 3 Berners Street, London W1P 4JP (Tel. 01-580 2902).

Study of EFTA trade in 1970

THIS edition of 'EFTA Trade' follows the general layout of last year's volume. The statistical Appendix again provides a fairly complete picture of developments in EFTA trade; the only change is the addition of statistics for Iceland.

The first part of the book deals with the situation in EFTA in 1970. It shows that a substantial rise—to $4,976 million—in the combined deficit (payments basis) in the commodity trade of the EFTA countries in 1970 was more than covered by the surplus of $5,301 million which they achieved in their trade in invisibles—tourism, shipping, banking and insurance services, etc.

The principal difference between 'EFTA Trade 1970' and earlier editions is that it includes a comparative study of developments in trade before and after the founding of EFTA in 1959. Part C describes these developments on the basis of time trends of the imports and exports of the main trading areas and of EFTA countries. The development before 1959 is compared with that from 1959-70. The analysis shows that in general the EFTA countries experienced a sharp change in their geographic pattern of trade as a result of the creation of the Free Trade Association and that the growth rate of intra-area trade has been far higher since 1959 than in the previous decade. In fact, for a number of countries the whole of the increase in the rate of growth of exports or of imports is attributable to increased intra-EFTA trade.

'EFTA Trade' is intended for economists and trade analysts. It consists of about 160 pages including an Appendix of 178 tables of statistics.

Copies of 'EFTA Trade 1970' are available, free of charge, from the EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel. 01-222 7877 ext. 2480/2479.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:
- Imported timber for March
- Gramophone records for February
- Tape recorders for December
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- Timber (sawmilling, etc. and builders woodwork) for fourth quarter

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Monthly at £5.25 a year post free:
- Motor vehicle registrations for March

A complete list of titles of Business Monitors was last published in *Trade and Industry* on May 11 on page 261.

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New Business Monitor on photographic chemicals

THE first results of a new statistical inquiry into manufacturers' sales of photographic chemical materials is now available in the Business Monitor series; the figures given relate to the 3rd quarter of 1971.

The inquiry was started after consultation with the industry and is designed to fit into the new system of industrial statistics being introduced by the Government Statistical Service. In conjunction with the new quarterly inquiry into the Photographic and Document Copying Equipment industry (MLH 351)—which was launched simultaneously with this—it replaces the KS quarterly inquiry into photographic, xerographic and document copying equipment (which included the sales of sensitised materials), the results of which were published in the Business Monitor for Photograph Equipment (P48).

Response to the first quarter's inquiry was slow but is now complete. In the second quarter returns have been received more quickly and it is hoped that these results will be available shortly.

The new Monitor (reference P115) is available on subscription of 37½p per year from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

'Economic Progress Report' for June

THE June issue of *Economic Progress Report*, is available. The main articles are as follows: Value added tax—a broad outline of the Governments proposals for the introduction of a Value Added Tax, now before Parliament; Social statistics; monthly economic assessment; economic indicators.

'Trade Marks Journal' name index

THE Index of Names of Applicants, Registered Proprietors and Registered Users appearing in the *Trade Marks Journal* for the year 1971 is now available at the Sale Branch, Patent Office, 25 Southampton Buildings, London WC2A 1AY, and from Sale Branch, Patent Office, St. Mary Cray, Orpington, Kent BR5 3RD. (Price £7.35.)

The *Trade Marks Journal* Name Index is published annually and copies for the years 1954 to 1970 (inclusive) are also available at present from the above addresses.

Economic Progress Report, prepared by the Treasury Information Division, is published every month. Copies are available from Circulation Section (H), Central Office of Information, Hercules Road, London, E.C.1.

Index of retail prices

THE official index figure which measures changes in the average level of retail prices was 161.8 on April 18. This compares with 160.3 on March 21 and with 100.0 at the base date, which was January 16, 1962.

The principal changes in the index during the month were increases in local rates and water charges in most areas in England and Wales, in the average rent of local authority dwellings and in the prices of household coal and coke, and beer, and reductions in the average prices of milk, eggs and tomatoes.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, May 19, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Kidnapped	BR/E 36138/21/5/77	107	May 15	Rank Film Distributors Ltd.	Omnibus Productions Ltd.
Festival in Yugoslavia	BR/E 36139/21/5/77	25	May 15	Rank Film Distributors Ltd.	Drummer Films Ltd.
. . . no ordinary cargo	BR/E 36144/21/5/77	21	May 15	MGM-EMI Distributors Ltd.	World Wide Pictures Ltd.
A Day in the Death of Joe Egg	BR/E 36149/21/5/77	106	May 18	Columbia-Warner Distributors Ltd.	Domino Productions Ltd.
Movietone News 2241	BR/E 35904/21/5/77	8	May 19	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2241A	BR/E 35905/21/5/77	8	May 19	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Sexy Susan Knows How	F 36140	90	May 15	E. J. Fancey Productions Ltd.	Neve Delta Film, Munich
Intimacy	F 36141	95	May 15	E. J. Fancey Productions Ltd.	Atlantica Cinematografica, Rome
Countdown	F 36142	98	May 15	Border Film Productions (London) Ltd.	Societe Filmel, Paris
Jo	F 36143	86	May 15	MGM-EMI Distributors Ltd.	Trianon Productions S.A., Paris
The Jerusalem File	F 36145	96	May 15	MGM-EMI Distributors Ltd.	Sparta Films Inc.
The Hospital	F 36146	102	May 15	United Artists Corporation Ltd.	Simcha Productions Inc.
Pocket Money	F 36147	100	May 18	NGC Distributors Ltd.	First Artists Productions
King Elephant	F 36148	92	May 18	Twentieth Century-Fox Film Co. Ltd.	Cinema Center Films

Amendments to the Register:

The playing time of the film 'The Secret Tunnel' (BR/E 10957) registered on December 24, 1947, has been amended to 41 minutes and the name of renter distributing the film in Great Britain to Children's Film Foundation Ltd.

The playing time of the film 'The Last Load' (BR/E 11356) registered on June 3, 1948, has been amended to 48 minutes and the name of renter distributing the film in Great Britain to Children's Film Foundation Ltd.

The playing time of the film 'Never Give An Inch' (F 36094) registered on April 19, 1972, has been amended to 110 minutes.

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.

Price **60p** (*by post* 66½p) Annual subscription **£7.85** including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

Industrial and machinery shows will open new export doors

BOTH the British Industrial Exhibition (Lagos, February 26 to March 2, 1973) and British Machinery Exhibition (Nairobi, June 11-15, 1973) will be organised by the Department of Trade and Industry. Eligible exhibits will include machinery for metalworking, woodworking, packaging, labelling and conveying, food and drink processing, instruments, engines, motors and tools. Overseas Exhibition Services Ltd. have been appointed by the DTI as managers for the purposes of administration and organisation and inquiries about the exhibitions should be addressed to OES Ltd. at 11 Manchester Square, London W1M 5AB (Tel: 01-486 1951).

Few countries can have achieved during the past two years greater expansion than Nigeria, both as a total market for imported goods and for British exports in particular. Nigeria's total imports have risen from £N249 million cif in 1969 to £N538 million in 1971. During the same period, British exports have doubled—from £79 million fob in 1969 to £165 million in 1971. However, this is a market with few import licensing regulations and both EEC countries and Japan in particular are making significant inroads. In this large new Nigerian market there is no room for complacency and nothing should be taken for granted.

As regards Kenya, it is not only Britain's third largest market in Africa (our exports last year amounted to £65 million) it is a market with growing potential. Between 1968 and 1971 Kenya's imports from outside East Africa have grown by 33 per cent and British exports over the same period have grown by 39 per cent.

With the expansion of her economy Kenya is now firmly embarked on a programme of building up her manufacturing base both as a means to cut down both on unnecessary imports and to increase her export earnings. There will be a continuing need for new machinery and British exporters are well placed to take advantage of these opportunities. Our traditional lines have helped but quality, reliability and after sales service are the real keys to success. Exhibitors who participated in the 1971 British Machinery Exhibition in Nairobi found it a resounding success.

British firms were delighted with the overall results obtained from participation in a joint venture display at the Essener Equitana Exhibition in Essen. Here, visitors see part of the British display.

Essener Equitana—an outstanding success for British firms

From the British Consulate-General, Dusseldorf

THE Essener Equitana Exhibition, held in Essen from April 27-May 1 with 182 foreign and German exhibitors, not only fulfilled all expectations, but exceeded them by far. It was the first exhibition of its kind in West Germany dealing exclusively with all aspects of horse riding.

Equitana took place in six halls and the site was ideal being located within the Gruga botanical gardens. Forty-eight thousand people visited the show of which 15 per cent were from outside Germany, chiefly from Benelux countries.

By far the biggest foreign exhibitor was Britain with 14 firms on a joint venture stand, followed by Holland (3), Denmark (1), Poland (1), Portugal (1), and France (1). The event was open to the trade and public alike and exhibitors were permitted to sell from their stands.

The central focus of attraction was undoubtedly the well-presented British exhibit which was the largest single stand unit at the fair. Fourteen British firms displayed a wide range of riding clothes and accessories, ponies, vehicles, trailers and transporters, veterinary products, horse feeds, gift articles, chinaware, and information material on studs, riding schools and associations. The sponsors were the British Agricultural Export Council in co-operation with the Department of Trade and Industry and the British Consulate-General at Dusseldorf. There was also one independent British exhibitor and many German firms also displayed British goods for which they held exclusive sales rights.

Wise decision

The decision to participate proved to be a wise one with orders in excess of £70,000. A good cross-section of British industry was represented, as well as The National Pony Society, The British Show Pony Society, The Welsh Pony & Cob Society, and The Northern Counties Pony Association. These associations brought over stock which they sold during the exhibition and also took orders placed from catalogues.

All the British firms were delighted with the

(*continued on next page*)

One million customers for British goods

ABOUT one million shoppers with a combined spending power of over $5 billion shop in the South Coast Plaza and town centre in Costa Mesa, California. They are prime customers for British consumer goods—three out of four shoppers are women, half of them under 35 and the majority of them have between one and three children.

Of the households which shop at the Plaza, two-thirds are engaged in professional, managerial and other white collar occupations. Over a half have total family incomes of between $10,000 and $20,000. From September 28 to October 8 this year there will be a British 'Shopping Week' when all the main shops are holding special promotions and displays of British consumer goods. These retail outlets include Sears Roebuck, Joseph Magnin, and the May Co. department stores together with over 80 other specialitv shops.

The scope for British goods covers men's and women's wear, including sports clothes, maternity wear and lingerie; footwear, leather goods and sports equipment; textiles; jewellery and gift ware; china and glass; hardware; food and confectionery.

Supporting events

During the shopping week the department of Trade and Industry will be sponsoring a host of supporting events. Some of the more unusual ones are a historic toys exhibition; dress through the ages; golfing relics (from the Royal and Ancient Golf Club, St. Andrews); and a punch and judy show. There will also be a 'Two Elizabeths' exhibition consisting of original exhibits connected with the first Elizabethan Age focusing particularly on Sir Francis Drake, plus the new Elizabethan Age illustrating British achievements in science and technology.

Further details about the promotion, together with a complete list of shops in the Plaza and the products they handle are available for the information of British manufacturers on application to Mr. C. J. Mather, Department of Trade and Industry Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU, or by writing to the British Consulate-General, Ahmanson Centre East Building, 3701 Wilshire Boulevard, Los Angeles, California 90010.

Sunday opening for 1972 London Motor Show

SUNDAY opening will be a feature of the 1972 London International Motor Show for the first time. The 57th London Motor Show at Earls Court will run from Wednesday, October 18 until 9 p.m. on Saturday, October 28.

On Sunday, October 22 the Show will be open from 12 noon until 7 p.m., while on all other days opening hours will be 10 a.m. to 9 p.m.

Sunday opening brings the London Show into line with other major European motor exhibitions, although at most European shows the opening hours are considerably longer on Sundays.

Mr. John Beswick, Director of the Society of Motor Manufacturers and Traders, organisers of the exhibition said, 'The decision to open the Motor Show on a Sunday follows numerous requests, especially from overseas visitors. The motor industry is a very export conscious business and there is no reason why overseas buyers should be denied the same facilities in Britain which they have in other countries.'

ESSENER EQUITANA
continued

overall results and a few notable successes should be mentioned. Excellent orders were taken by British Leyland, represented by their German agents, for Range-Rover and Land-Rover vehicles valued at £40,000. They could have sold more vehicles had the exhibition lasted longer. The Kirkham Saddlery Group of Companies was well satisfied having sold £5,000 worth of horse equipment and they also received serious enquiries for their agency. Spillers displayed a range of horse feeds and received television coverage on the second day of the fair. Gray & Sons of Aldridge Staffs sold their entire collection of bone china and glasses depicting horse motifs valued at £5,000. Hydrophane Laboratories of Hitchin, Herts exhibited veterinary products which created considerable interest and the firm was not only able to appoint a German agent during the fair, but also sold its entire stock to this agent A very satisfied firm was Jabez Cliff & Co. Ltd. of Walsall, Staffs who sold almost £10,000 worth of high quality saddlery and riding accessories. More than £5,000 in orders for ponies was taken by The National Pony Society. Much interest was also shown in horse trailers and transporters and Brian Lawrence managed to sell their exhibition models valued at £4,000 and also appointed a German firm as sole agents.

The Essener Equitana contributed much towards enhancing Britain's image—already firmly entrenched in West Germany—as a producer of first class riding outfits, accessories and breeding stocks. British studs, in particular, have much to offer in respect of stock quality and price competitiveness. The results certainly warrant British participation in even greater strength at the 1973 Equitana which will be held at the same exhibition centre from April 27-May 1.

fish—represents some DM 1.5-1.75 milliard in pet supplies.

During, and in conjunction with the Fair, a meeting of the International Pet Trade Organisation in which the relevant national associations of seven countries are members was held.

Joint venture stand

The United Kingdom was strongly represented at this event, 18 of the 22 participating British firms taking part in a joint venture (the largest so far) under the auspices of the Department of Trade and Industry in collaboration with the Pet Trade Association. The latter, as usual, manned an information stand. The group occupied a prominent site and the attractively designed and decorated stands struck a highly distinctive note. The remaining four British firms exhibited independently.

British exhibitors represented by far the largest foreign contingent at this event, followed by Belgium (with five exhibitors), Italy (four), the Netherlands (four), Austria (two), Eire (two) and Switzerland, France and the United States each with one exhibitor.

Wide range

The Pet Trades Fair is renowned for its wide assortment of pet supplies. The products on show ranged from pet foods, vitamin preparations, and health and grooming aids for dogs and cats, to plain and fancy dog coats, leads and collars, and to the simplest as well as the most elaborate cages for birds and small pets.

The latest developments in the aquaria field, including of course, the pumps, heaters and the plants as well as the fish, exotic and otherwise, also played a big part.

A number of the exhibitors reported having come to agency or import agreements with distributors during the Fair.

The volume of business concluded appears to have been far in excess of what most exhibitors had anticipated, and they were unanimous in their view that participation had been well worthwhile.

Joint venture display dominates overseas exhibits at Philadelphia Castings Show

From the British Consulate-General, Philadelphia

THE Birmingham Chamber of Commerce, through its Overseas Fairs Division, co-sponsored with the Department of Trade and Industry a joint venture of British foundry equipment companies at the 76th Casting Congress and Exposition of the American Foundrymen's Society who hosted the 39th International Foundry Congress at Philadelphia from May 7-12.

Foundrymen from all over the United States as well as many foreign countries attended this event in which great emphasis was placed on the control of noise and air pollution. Attendance, which exceeded 11,200, was somewhat better than expected. One hundred and eighty-six exhibitors occupied just over 800 booths covering 80,055 square feet with equipment valued at over $8,000,000.

In the joint venture, British foundry technology was highlighted by eight firms, many with expertise in export selling. Four of them already had United States sales offices or agents. Two firms were already in the process of making commitments shortly after the show opened. With a well placed location close to the main escalator, traffic in the British area was relatively heavy throughout the week and the exposure was extremely effective. By mid-week considerable interest had been expressed in practically all of the equipment on display and most of it had either been sold or spoken for. A new process for the manufacture of iron casting dies, featured by a subsidiary of Baker Perkins Ltd., immediately attracted buyer-attention. In fact, over 100 inquiries were re-

(continued on next page)

UK contingent largest foreign group at Wiesbaden Pet Fair

From the British Consulate-General, Frankfurt-Am-Main

THE 12th International Pet Trades Fair, held from May 5-7 in the Rhein-Main Halle in Wiesbaden, attracted nearly 200 exhibitors from 10 countries. The Fair was visited during its three days' run by 5,351 buyers of whom 324 attended from 26 outside countries. There was no public admission.

This event takes place every two years and compared with the Fair held in 1970 there was an increase not only in the number of exhibitors (160 in 1970), but also in the size of the exhibition area and in the attendance; the latter was up by about 20 per cent.

The volume of business in the pet trade shows steady growth and the German market—consisting of 2,500 pet supply retailers, 300-400 manufacturers, wholesalers and professional breeders and an estimated 'pet population' of 5 million birds, 5 million dogs and cats, not to mention an untold number of decorative tropical

A wide assortment of pet supplies was displayed by the British joint venture firms at the 12th International Pet Trades Fair in Wiesbaden.

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PHILADELPHIA CASTINGS SHOW
continued

ceived at the stand on the opening day. The principal Baker Perkins feature was their 'Ribbon-Flo' range of sand mixers.

British Moulding Machine Co., of Faversham, Kent who have been regular exhibitors at United States shows since the early 50s, featured one of the largest 'combined jolt' automatic turnover moulding machines with a 4,000 lb. jolting capacity; this was sold during the week. Rubery Owen Ltd. had a working display demonstrating the operation of their Owen-Hallsworth Automated Moulding System which met with good buyer response. AHM Engineering Co. Ltd. of Birmingham featured a new machine using a turbine to improve the manufacture of cores or mouldings with an automatic cycle for cold process, CO_2 hot box or resin coated sand.

Agreement signed

Monometer Manufacturing Co. Ltd., of Leigh-on-Sea, provided a pictorial display covering their rotary furnaces and on the first day of the show reached an agreement with their new agents to build two furnaces at the firm's plant in Clearfield, Pa. Gough & Co., of Hanley, Stoke-on-Trent, also had a pictorial display illustrating their mechanised foundry-casting machine for shell moulds. Its particular attraction to American foundrymen was fume-free operation through a cleverly designed aspiration system and dust extractor. By the end of the show they had found a firm considered very suitable for agency purposes. A. H. Plume Ltd. also received an excellent response to their low pressure die casting machine with good agency possibilities. Die Casting Machine Tools Ltd. successfully showed their new Avnet-DCMT Model P20 clamp load pneumatic machine. Mr. A. J. Cox, manager of the Overseas Fairs Division of the Birmingham Chamber of Commerce handled many trade inquiries.

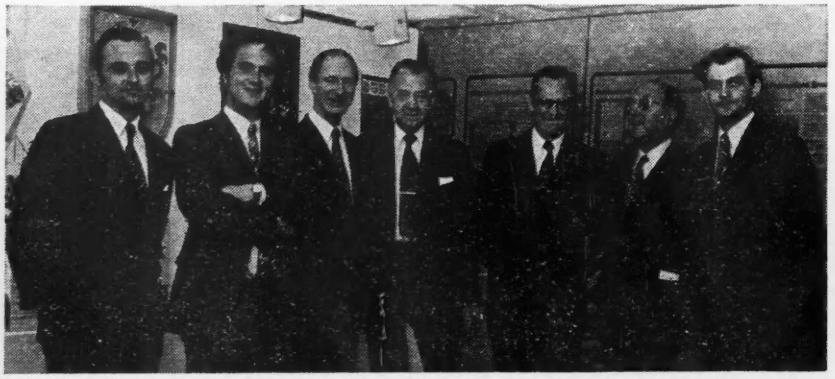
Elsewhere in the show Foseco Inc., of Cleveland, Ohio, a wholly owned subsidiary of Foseco-Minsep Ltd., of London, had an impressive display of products for treating molten metals, moulds and dies while three continuous mixers of Fordath Ltd. were featured on the stand of their United States agents. Pattern making equipment made by Wadkin Ltd., of Leicester, was seen on a working display of three machines on the stand of their agents. These machines were sold during the week.

Apart from a limited number of foundry equipment exhibits from French, German and Swiss sources and a prominent display covering Danish high-speed moulding equipment, the combined British presentation dominated the foreign exhibits.

Twenty-two firms exhibited a wide range of clothing in a Clothing Export Council/Department of Trade and Industry joint venture display at the International Fashion Fair held in Dusseldorf from April 23-27. The Fair was staged in the new Dusseldorf exhibition grounds.

Mr. W. Hughes, technical director, British Moulding Machine Co. Ltd. of Faversham, Kent (left) explaining to a group of visitors the operation of a combined jolt moulding machine which was later sold in Philadelphia Castings Show.

The 100,000th visitor to the 'Familien England i Forum' all-British household exhibition in Copenhagen came through the doors early on May 8. Mrs. Ingrid Jesperson, a housewife from Bagsvaerd near Copenhagen, was met by Mr. George Marshall, Commercial Counsellor at the British Embassy, who presented her with a selection of goods donated from each section of the exhibition. In addition, United Biscuits gave Mrs. Jesperson a voucher for a year's supply of biscuits—365 packets in all. By the time the exhibition closed on May 9 a record number of people visited the British exhibition.



Herr Gustav Scherbaum, Mayor of Graz, Austria's second city, and a group of his fellow-citizens visited Britain May 2-9 as guests of the Foreign and Commonwealth Office, in connection with the British Shopping Week in Graz from October 13-21, 1972. The group spent three days in Coventry, where included in their programme was a tour of the Shopping Centre. In London they visited the London Chamber of Commerce, the Stock Exchange, New Scotland Yard and the House of Commons after which they had lunch with Members of Parliament. The picture shows the party in the showroom of the Fairs and Promotions Branch of the British Overseas Trade Board: (l to r) Herr Emil Portisch, Editor-"Suedost Tagespost"; Herr Kurt Markaritzer, Editor-"Kleine Zeitung"; Mr. W. T. Pearce, Director, Fairs and Promotions Branch, BOTB; Herr Gustav Scherbaum, KBE, Mayor of Graz; Herr Helmut Griess, Editor-"Neue Zeit"; Herr Franz Kauffman, Vice-President Styrian Chamber of Commerce (Graz is the provincial capital of Styria); and Mr, P. G. Bryant, First Secretary (Commercial) British Embassy in Vienna.

MISSIONS and TOURS

CBMPE visit to Canada

A SMALL team of Council of British Manufacturers and Contractors Serving the Petroleum and Process Industries members, under the leadership of Mr. B. W. V. Bovey of Robert Jenkins & Co. Ltd., of Rotherham, have been in Canada carrying out an investigation of the market potential for the sale of United Kingdom equipment to the Canadian oil and gas industries.

Prospects of sales to Canada are attractive over the next few years and immediately on their return towards the end of this month the mission will publish a report highlighting their conclusions (available from CBMPE, 118 Southwark Street, London SE1 0SU. Price £3.00).

Primary objectives of the mission were to 'sell Britain' and to make the products of UK industry known to the Canadian oil and gas industry; to assess the requirements of Canada over the next few years; and to define product areas which are not adequately served at present.

The party comprised: Mr. Bovey; Mr. T. Bailey (Lake & Elliot Founders and Engineers Ltd.); Mr. P. N. Davis (Parsons Peebles Ltd.); Mr. D. K. Heaton (Pegler-Hattersley Ltd.); Mr. J. B. Holmes (John Brown Engineering (Clydebank) Ltd.); and Mr. A. W. Tupper (Tube Investments Ltd.).

The team has been visiting Ottawa, Montreal, Toronto, Edmonton and Calgary.

French industrialists at machine tool firms

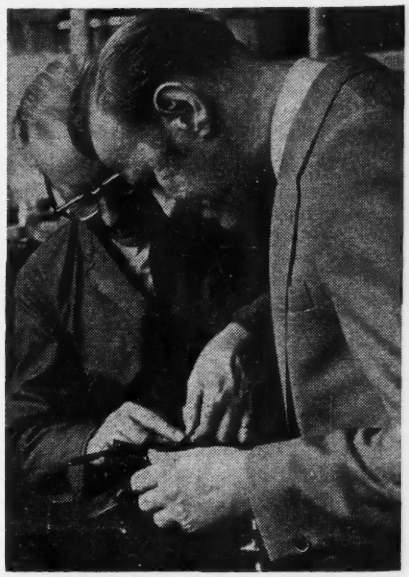
SIXTEEN French industrialists, accompanied by technical press representatives, arrived at Manchester on May 17 for an 8-day fact-finding tour of plants manufacturing numerically controlled machine tools in Yorkshire and Scotland.

The industrialists represented a wide range of French engineering industry and they were due to make a detailed study of British products relative to their own needs. Visits had been arranged to five Yorkshire factories and three in Scotland while time was also allowed for a visit to the National Engineering Laboratory at East Kilbride and a leading machine tool user in Halifax.

Last October a similar group from Germany visited factories in the Midlands and the south of England.

Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.



Mr. H. Sitter, purchasing manager of the Hospital Department of the Norwegian Association of Municipalities is seen here (right) during his visit to A.D. Engineering Ltd., dental and medical equipment manufacturers of Walton-on-Thames, on May 4. Mr. Sitter visited a number of English and Scottish firms before returning to Norway on May 12.

EXPORT ORDERS

Exports of UK fridges continue upward trend

For the third consecutive month there was a substantial increase in the export of domestic refrigerators from British manufacturers, according to the figures issued on May 17 by the Domestic Refrigeration Development Committee. Deliveries to overseas markets in March were 31,646 compared with 16,307 in March 1971; an increase of 95 per cent. The value of exports in March was £976,874 compared with £431,241 in March 1971; an increase of 127 per cent.

For the first three months of the year exports of domestic refrigerators totalled 75,156 against 42,740 for the first three months of 1971. This is an increase of 76 per cent. The value of exports for the first three months of 1972 was £2,314,484 compared with £1,191,572 for the same period last year, showing an increase of 94 per cent.

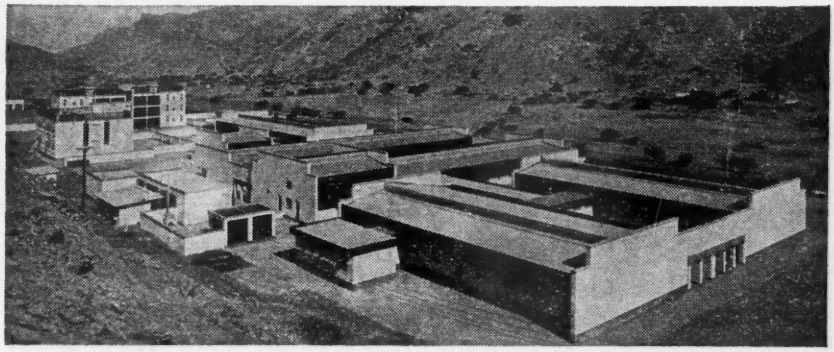
Steel for Turkey

Morleys (B'ham) Ltd., steel stockists of Birmingham and London, recently announced that they have secured a five year contract for steel sheets for Turkey.

The contract provides for the delivery of Silicon steel sheets to be supplied exclusively by the company over the next five years.

Staging system in New Orleans cultural centre

A cultural centre is currently under construction in New Orleans that will include some of the best facilities in the world for the performance of plays, opera and concerts. The centre's sophisticated stage system is being designed and built by a British company, Mole-Richardson (Stage and Studio Engineering) Ltd.



Recently completed by Taylor Woodrow International Ltd. in a joint venture with W. J. Towell & Co., for the Ministry of Health, Oman, the Al Nahda Hospital is an 80-bed unit with accommodation including two general open wards totalling 50 beds, together with single or two-bed wards each with private shower suites. Architects were John R. Harris; consulting engineers, Scott Wilson Kirkpatrick and Partners; quantity surveyors, Widnell and Trollope, and mechanical and electrical consultants, Hoare, Lea and Partners.

Australia's first electronic weigher in regular use

To avoid delays and cost in weighing outgoing freight, Victorian Railways has installed an Avery electronic weighing-in-motion system at its South Dynon Goods Yard in Melbourne, Australia. This is the first of the Smethwick company's new-technology schemes to enter service overseas and the first load-cell weighing installation of its type to go into regular use in Australia. By weighing coupled wagons on the move it eliminates the necessity to uncouple a train, marshall wagons individually over static weighbridges, and recouple.

The system is fully automatic and records individual gross wagon weights in trains of mixed stock travelling at speeds up to 5 mile/h. It is designed to weigh both 100 ton bogie wagons and four-wheel wagons hauled in either direction and can accommodate vehicles of either broad (5 ft. 3 in.) or standard gauge (4 ft. 8½ in .)

Construction company wins Nepal contract

British Insulated Callender's Construction Co. Ltd. (Balfour Beatty group of BICC) has been awarded a second contract for the supply of double carriageway Callender-Hamilton highway bridges for use on the East-West Highway in Nepal. The work will be carried out by the power transmission division.

The British section of this highway is being constructed by the United Kingdom Department of the Environment and the total length of Callender-Hamilton bridges supplied for the two contracts will amount to 3,345 ft., ranging in construction from single 100 ft. spans to continuous spans 810 ft. long.

The bridges, fabricated by Painter Brothers Ltd., another member of the Balfour Beatty group, are of all-bolted, all-galvanised construction and are to be erected by BIC Construction Co. supervising engineers, using unskilled local labour. Due to the exigencies of the construction programme, it will be necessary for the erection of some spans to be carried out during the monsoon period.

Italian company selects British biscuit plant

A £1 million order for biscuit plant has been placed with the Baker Perkins group by the Italian based company, Plasmon Sud S.p.A.

The design and manufacture will be by Baker Perkins Ltd. and Douglas-Rownson, with the collaboration and know-how of the Italian company's engineering group. The order includes two biscuit production lines incorporating liquid ingredient storage and distribution, computer controlled dough handling, together with two of the largest biscuit ovens in the world—141 m. long and 1.2 m. wide—with an output in excess of 870,000 biscuits an hour.

Baker Perkins will also supply mixers, cutting machines and associated cooling and conveying equipment. The lines will come on stream in 1973-4.

More shipbuilding equipment

Export orders for shipbuilding equipment worth over £600,000 were announced on May 18 by Hugh Smith (Glasgow), a member of the GHP Group, at the presentation of the 1972 Queen's Award for Industry for export achievement. This brings the total orders so far this year to nearly £2,000,000, an all-time record for the four-month period.

The largest part of the new orders, worth over £500,000, is for shipbuilding equipment for the new Setenave shipyard at Setubal, Portugal, and comprises a 2,000-ton roll-press, a hydrolevel plate straightening roll, a 700-ton ship's frame bender and a 700-ton ring frame press.

The roll-press is for rolling plates for rounded sheer strakes and bilge turns and it also flanges plates for bulkhead stiffeners—it is one of the largest shipbuilding machine tools made. The hydrolevel plate straightening roll is for all plate work and has a throughput speed of over 9 m. per minute. The ship's frame bender is used for bending and straightening T-section material up to 1,200 mm. deep. The ring frame press has a motorised moving top head and bottom table and is used for general plate flanging and forming work.

The second part of the new orders, worth in the region of £120,000, is for a 600-ton roll-press and a 200-ton frame bender for Finnboda shipyards in Sweden.

These two orders follow within two weeks of the £200,000 contract recently announced with McDermott Fabricators of Louisiana, which is for heavy duty vertical plate benders for the production of oil rig components to be used in the search for oil in the North Sea.

The 1972 Queen's Award, which is the second that the company has gained, was presented in the company's Glasgow works. It follows increasing export performance every year since 1968, when the company gained its first award, to the point where it is now exporting over 80 per cent of each year's production.

Business jet tours South America

The latest production version of the Hawker Siddeley 125 business jet is making another sales demonstration tour of South America. Nine of these versatile 7-10 seat aircraft have already been sold in the South American continent out of a total order book of over 260 in 22 countries.

The HS 125, which cruises at 510 mph, has been found ideal for transportation over the remote areas of South America, giving rapid, comfortable journeys free from airline timetables and delays.

The HS 125, however, is not limited to the major international airports. Its simplicity makes it equally at home on the rough gravel strips, linking widely-separated population centres where the ground and air transportation networks are often not well developed for rapid communications.

Operators of the HS 125 in South America are Armada Argentina, Banco do Brasil, Governor of Sao Paulo and the Brazil Air Force. Of the six with the Brazil Air Force, five are used for high speed Government communications and the sixth is equipped for checking radio navigation aids and approach facilities on the country's air routes. Designed from the outset to achieve maximum operational flexibility, the HS 125 is additionally engaged in aircrew training, ambulance work and other emergency services, air taxi and charter.

The sales success of the HS 125 (with 60 per cent of orders in the competitive American market) is emphasised by the large numbers of companies or governments who have bought more than one aircraft and have continued to add to their fleets. One large mail order business in North America, for example, now operates a fleet of six HS 125s while 26 other operators have more than one aircraft.

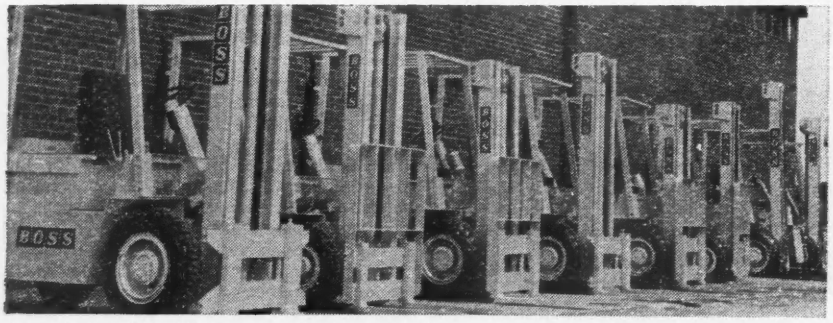
Simulator off to Brazil

Varig, the leading Brazilian airline, has ordered a Boeing 727 flight simulator from Redifon Flight Simulation Ltd., a member company of the Rediffusion Organisation. The contract is worth over £400,000.

The simulator will incorporate a Redifon three axis motion system and will be coupled to Varig's existing CCTV colour visual system which is already fully operational with a Boeing 707 flight simulator, both equipments having been manufactured by Redifon.

This is the third Redifon flight simulator to be supplied to the airline, the other two being the Boeing 707 simulator and a Hawker Siddeley 748 simulator, the first of its type in the world.

The equipment is due for delivery in autumn 1973 when it will be installed in Varig's new and extensive training centre in Rio de Janeiro. The CCTV colour visual system will be time shared between the new Boeing 727 and the existing Boeing 707 flight simulators.



An order for 30 forklift trucks, valued at £70,000, has been gained by Lancer Boss Ltd. from Venezuela, where they will be used for general cargo-handling duties. The trucks are M Series Mk. III models of 6,000 lb. and 7,000 lb. capacity at 24 in. load centre, fitted for this application with Perkins 4,203 gasoline motors. Standard features include automatic torque converter transmission, power steering, power braking and interlocked inching/brake control.

During the past few months The Crown Coric Co. Ltd., Southall, Middlesex, has been stepping up its export sales to Egypt. The first results are the 18 oz. can for Pyrosol insecticide and the 8 oz. can for Palmosol shaving cream pictured here. Both cans are filled and marketed in Egypt, after manufacture and printing by Crown, by the El Nasr Chemicals and Pharmecuticals Co. at Heliopolis.

A double first

On Friday, May 12, British Semen Exports Ltd., Thames Ditton, Surrey, despatched 1,000 doses of boar semen to Mozambique. This is a significant development in the marketing of pig semen which, hitherto, has been very small and experimental.

The technique of surgical insemination, which will be used, was developed by Dr. Polge at Cambridge who has successfully frozen pig semen in pellet form for storage in liquid nitrogen. Two of these pellets per animal are sufficient and the litter average is expected to be high. Three breeds are involved—British Landrace, Large White and Welsh.

This record despatch of pig semen follows closely on the record for bull semen established by BSE on April 15 when over 90,000 doses valued at £280,000 were airfreighted to Australia.

Semen, in the fresh state, has been despatched over the past few years to Israel, Chile, Ceylon, Nigeria, Uganda, Kenya and South Africa.

£121,000 Algerian contract

A contract worth £121,000 has been awarded to Dexion Overseas Ltd., Wembley, for the supply and erection of storage and handling equipment in Algeria. The order consists of Dexion speedlock adjustable pallet racking rising to a height of 28 ft. 6 in. (8.7 m) with two Lansing-Bagnall high lift turret trucks and an extensive Dexion impex installation.

Société Nationale de Siderurgie of Algeria awarded the contract and the installation, which is in the general store of an iron and steel plant, is believed to be the first of its type in the country.

£173,000 worth of radiators for the Middle East

Ideal-Standard Ltd., the Hull bathroom and central-heating equipment manufacturers, recently won a £173,000 export order for cast-iron radiators for the Middle East.

By the end of June, 400 tons of radiators worth £54,000 will have been shipped to Algeria, and 1,200 tons (£119,000) are being shipped to the Lebanon in equal monthly consignments until January next year.

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1970-71 was £3,225 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 488 3491. (Code: 01-488 3491) Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 407 5011. (Code: 01-407 5011) Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 405 8991. (Code: 01-405 8991) Telex 2633615.

London (West End)
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 1-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel: Belfast 31743/4 (Code: 0232 31743/4) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham B15 3DL Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Krkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. Central 3056. (Code: 041-221 3056) Telex 77130.

Leeds
The East and North Riding of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel: Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

Manchester
Parts of Lancashire and Cheshire and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Central 8861. (Code: 061-236 8861) Telex 667756.

Newcastle upon Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Rofid, Newcastle upon Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

TRADE INFORMATION

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

UK/Polish Joint Commission: first meeting and arrangements for 1972

THE first meeting of the UK/Polish Joint Commission was held in Warsaw from May 8 to May 12. The following communique was issued:

'The first meeting of the Joint Commission established under the Long-Term Economic and Trade Agreement concluded in 1971 between the UK and Poland was held in Warsaw between May 9 and 12, 1972. The UK Delegation was under the chairmanship of Mr. P. S. Preston (Deputy Secretary, Department of Trade and Industry) and the Polish Delegation was under the chairmanship of Deputy Minister Mr. Karski.

'The Commission reviewed the development of trade between the two countries in 1971 and the prospects for 1972. They agreed that it was desirable to seek to improve the structure of Polish exports to the United Kingdom with a view to creating a better basis for the more rapid expansion of trade in both directions.

'Particular emphasis was laid on the need to encourage the development of mutually beneficial forms of industrial co-operation between enterprises and firms in the two countries. In this connection the use of credit facilities for the further stimulation of industrial co-operation was discussed in detail. The discussion also covered the improvement of contacts between the industries concerned and the identification of particular sectors of industry in which the possibilities of industrial co-operation could be further explored. Specific measures to this end were agreed.

'The Commission discussed further the facilities for the importation of Polish goods into the UK and of UK goods into Poland, and an Agreed Minute was signed setting out the levels of quotas to be applied during 1972.

'The UK Delegation explained the arrangements likely to apply to Polish agricultural exports to the UK after the accession of the UK to the EEC. The Polish Delegation expressed their anxieties about the possible adverse effects of this on their traditional exports of agricultural commodities, in particular of bacon. The UK Delegation expressed their understanding of these anxieties and recognised the need to avoid any sudden disruption of traditional Polish bacon exports to the UK and to seek an appropriate solution to this problem. They undertook to keep in close touch with the Polish authorities in this matter in the light of further developments.'

Arrangements for 1972

The list of quotas for Polish goods for import into the United Kingdom during the 12 months ending December 31, 1972, was published in *Trade and Industry* of April 6. As mentioned above the Commission discussed further the facilities for these imports. Changes were agreed in the description of quotas 1 and 14 and the value of quota 36 was agreed. These quotas now read:

QUOTAS FOR POLISH GOODS FOR IMPORT INTO THE UNITED KINGDOM DURING THE TWELVE MONTHS ENDING DECEMBER 31, 1972

Item no.	Tariff heading	Description	Value £'000 cif unless otherwise stated
1	ex 02.06 ex 16.01 ex 16.02	Cooked or uncooked pigmeat not in airtight containters, salted in brine, dried or smoked, including sausages	555 (a)
14	ex 16.01 ex 16.02	Other canned or fully cooked pigmeat including pork loin and sausages	2,880 (a)
36	ex 85.15	Transistorised radio and television broadcast receivers	54

(a) Subject to Public Health Imported Food Regulations

The facilities for UK goods entering Poland in 1972 were also discussed and the following quotas were established:

QUOTAS FOR UK GOODS FOR IMPORT INTO POLAND DURING THE TWELVE MONTHS ENDING DECEMBER 31, 1972

Item no.	Description		Quota £'000 fob
1	Textiles and clothing		1,100
	(a) Wool piece goods	130	
	(b) Man-made fibre fabrics	100	
	(c) Lace and lace net	10	
	(d) Cotton fabrics, cashmere, felt and tanners' plush, elastic fabric and elastic net, linen harness thread, narrow fabrics and textile consumer goods not elsewhere specified	150	
	(e) Footwear	50	
	(f) Hosiery and knitwear	460	
	(g) Clothing not elsewhere specified including headwear	200	
2	Vehicles and tyres, other than commercial, including motor cars, parts and chassis thereof; motor cycles, including scooters and mopeds, and parts; bicycles and parts; engine oils and other accessories		650
3	Periodicals and books		240
4	Exposed films		100
5	Miscellaneous foodstuffs, including fish of all descriptions (including herrings); bone meat meal; coffee and coffee and chicory extracts and essences, cocoa powder; blended and other teas; Flavouring essences, essential oils and food colours and sauces; whisky and other spirits and beer; chocolate and sugar confectionery; medicinal cod liver oil produced in the United Kingdom; biscuits, medicinal herbs, pectin		800
6	Miscellaneous consumer goods, not elsewhere specified including domestic electrical appliances and equipment of all kinds; domestic radio and television equipment, components and parts thereof including valves and transistors; tape recorders, components and parts, recording tapes, record players and gramophones with electric amplifiers, components and parts; other electrical goods not elsewhere specified; paints and varnishes, photographic paper, roll films, sheet film and plates including X-ray membranes, sensitised and micro-film for document copying and recording; sewing machines (domestic) and parts including needles; polishes, creams and dressings for footwear furniture, floors, metal and stoves; toilet preparations, soap, cosmetics, detergents and raw materials therefor; razors and razor blades; cutlery; mechanical lighters (including electrical); jewellery and costume jewellery; cigarettes and tobacco; musical instruments and equipment including felts for musical instruments and piano-forte key ivory; sports goods and toys; brushes, industrial and artistic; ink, fountain pens, ball-point pens and other writing accessories including stainless steel nibs; gramophone records including language teaching records; leather and plastic articles and gloves; non-industrial liquid fuelled heating, lighting and cooking apparatus; flatware, table and hollow-ware, pressure cookers and domestic hardware; domestic furniture; floor coverings; pharmaceuticals in retail packs		1,410

Cuba: British Embassy address

CORRESPONDENCE for the British Embassy in Havana should no longer be addressed to the British Embassy in Nassau for onward transmission but should be sent, by first class air mail, to: British Embassy, Apartado 1069, Havana, Cuba. Packages of literature, catalogues, etc. are often subject to delay. Initially, it is advisable to contact DTI Export Services Division or one of the Department's Regional Offices.

Mombasa oil refinery: ECGD backs £11.3 million contract

THE Export Credits Guarantee Department has signed a financial guarantee covering a loan, arranged by J. Henry Schroder Wagg & Co. Ltd., to finance the major part of a construction contract worth £11.3 million to expand the Mombasa oil refinery, Kenya. The contract has been awarded to The Lummus Company Ltd. by East African Oil Refineries Ltd., which is to undertake a £13.375 million expansion programme to increase the capacity of the Mombasa oil refinery from 2.5 million to 4 million tons of crude oil annually. Construction is expected to start within the next few months and will be completed by mid-1974. The loan of £6.5 million is being made available by J. Henry Schroder Wagg & Co. Ltd. acting on behalf of Midland Bank Ltd., and is repayable over eight years from date of completion.

Portuguese line of credit extended

THE Export Credits Guarantee Department has agreed to the extension of the ordering period for capital goods contracts to be financed under the £5 million line of credit made available to Sociedade Financeira Portuguesa (SFP) by N. M. Rothschild & Sons Ltd. in September 1970. Buyers in Portugal, and its overseas provinces of Angola, Mozambique and Guinea, will now be able to place orders for a wide range of capital goods and associated services, including British-built secondhand ships, with British suppliers up to September 30, 1972.

The fixed rate of interest for new business financed from the credit will be 6 per cent, except for new ships for which the rate remains at 7 per cent. The credit covers 85 per cent (80 per cent in the case of new ships) of the UK element of any individual contract with a minimum value of £50,000. Repayment terms in respect of contracts between £50,000 and £75,000 will be spread over four years. For contracts over £75,000 terms of repayment vary between five and seven years depending on the aggregate value of contracts in any one industrial category, with a five-year limitation for local goods and services.

Contracts for secondhand ships are eligible for inclusion under the credit for 85 per cent of the contract value. Terms of repayment will vary between two and five years depending on the value of the ship, but aggregation of contracts for secondhand ships to qualify for longer credit terms is not permitted.

Additional information can be obtained from the Export Credits Guarantee Department (Mr. H. J. Halsall, Buyer Credit Division 1, tel. 01-606 6699, ext. 7177) or N. M. Rothschild & Sons, Export Services Department (tel. 01-626 4356).

Pakistan: devaluation

THE Pakistan Government announced on May 11 that (*a*) the rupee had been devalued from rupees 4.76 to one US dollar to rupees 11.0 to one US dollar, (*b*) the bonus voucher scheme, ie multiple exchange rate system, had been abolished, (*c*) the bank rate had been raised from 5 per cent to 6 per cent, (*d*) import duties had been reviewed and a separate announcement would be made shortly, and (*e*) the system of import permits and quotas had been abolished. No further information is available. **EDB ext. 420/475**

Uruguay: exchange rate

THE Uruguayan Central Bank announced on May 9 a devaluation in the commercial exchange rate of 3.91 per cent. The new values are UR pesos 1,423 to the pound sterling (selling rate), and UR pesos 1,404 to the pound sterling (buying rate). **CRE ext. 2289**

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Telegrams: JANCOTIC RIYADH

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TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

European Communities

COMMON AGRICULTURAL POLICY: The text of the following Directive has been published in the *Journal Officiel des Communautés Européennes*. The French text may be seen on application.

Seeds and plants. Directive 72/180/CEE concerns the minimal characteristics and the minimal rules of procedure for the carrying out of the examination of different species of plants. (*Journal Officiel* No. L108, May 8, 1972) **EDB ext. 7174/408**

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L108 dated May 8, 1972, contains the text of Decision 72/179/CEE authorising Belgium, Luxembourg and the Netherlands to exclude from Community treatment knives, forks and spoons in stainless steel (CCT Nos. 82.09 and 82.14 A) originating in Japan and freely circulating in the other Member States. The French text may be seen on application. **EDB ext. 7174/408**

HARMONISATION OF LEGISLATION—COMPANY LAW: The *Journal Officiel des Communautés Européennes* No. C7 dated January 28, 1972, contained the draft text of a fourth proposed directive based on Article 54 para 3g of the Treaty of Rome co-ordinating, where necessary, in order to render them equivalent, the guarantees demanded in Member States of companies for the purpose of protecting the interests of associates in such companies and of third parties in so far as it concerns the structure and contents of the accounts, annual report and valuation methods as well as the publication of these documents. The draft text of this proposed directive has now been published by the Office for Official Publications of the European Communities (under reference 5618/5/1971/1) as Supplement 7/71—Annex to Bulletin 12-1971 of the European Communities, and is available through HMSO in both English and French. The full title in English is *Proposal for a Fourth Directive on the Annual Accounts of Limited Liability Companies*. It should be noted that the text of the directive when finally approved may differ from the draft text referred to above.

Belgium

PRICE CONTROL MEASURES—FURTHER INFORMATION: A notice in *Trade and Industry* of February 3 reported details of a royal decree of December 22, 1971, which prescribed rules governing increases in prices of all goods sold in Belgium. A new decree of April 20, 1972, published in the *Moniteur Belge* of April 25, and in force as from the day of its publication, makes certain modifications to the decree of December 22. Its main provisions are the following:

1. Firms having an annual turnover of 5 million Belgian francs or less are exempted from the provisions of the decree of December 22.
2. In cases where a particular production run has a turnover of 500,000 Belgian francs or less, a rise in price can be justified by reference to a rise in costs alone. **EDB ext. 288/7175/408/423**

Malta

IMPORT RESTRICTIONS—METAL WINDOWS AND DOORS: The Malta *Government Gazette* of May 5 announced that no licences will be issued for the importation of metal windows and doors until further notice. **EDB ext. 471/472/473/462**

Yugoslavia

IMPORT REGULATIONS—RAZOR BLADES: According to reports in the Yugoslav press, the authorities have agreed to permit the importation of 30 million 'long life' razor blades. Any enterprise which did not use all of its 1971 quota of foreign exchange for the importation of metal products will be allowed to use the balance for the purchase of razor blades. **EDB ext. 420/475**

Turkey

AMENDMENTS TO HIGHWAY TRAFFIC REGULATION: By Proclamation No. 7/4239 of April 22 the Turkish authorities have amended the Highway Traffic Regulation in respect of equipment now required to be fitted in or provided for vehicles, as follows:

Safety belts in automobiles for the driver and front seat passenger.

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The following item is non-obligatory equipment:

Pilot light safety warning device for motor vehicles equipped with hydraulic brakes in accordance with Turkish Standard TS-614.

EDB ext. 420/475

Israel

PURCHASE TAX: The Israeli authorities have issued amendments to the Israeli Purchase Tax Order, which affect the following items:

Lighting appliances and chandeliers
Lampshades of paper, fabric, straw or plastic
Laminated plates made of phenolic or amino-plastic resin impregnated layers.

SURCHARGE—UREA: The Israeli authorities announce that the following is added to the list of items on which surcharge is levied:

Item no.	Description	Rate of tax
29.25.2000 or 31.02.1000	Urea	35% *ad val.*

EDB ext. 420/475

Algeria

TRADE MARKS AGREEMENT: The Algerian *Journal Officiel* of April 21 announced that Algeria has adhered to the Madrid/Nice/Lisbon Agreement on Trade Marks, revised in Stockholm on July 14, 1967. **EDB ext. 420/475**

Cameroon

IMPORT PROGRAMME FOR 1972: The 1972 import programme for Cameroon has been announced. The main change involves a lengthening of the list of regulated products for which a Special Import Permit (CE2) is required. It has been extended to include preserved meat, clothing, soap and detergents, bags, school and office stationery, and batteries. **EDB ext. 471/472/473**

Ghana

IMPORT INSPECTION PROPOSALS: Details of the requirement that some goods for export to Ghana must be inspected at the point of export were published in *Trade and Industry* of June 23, 1971 (page 655), August 12, 1971 (page 308), Spetember 2, 1971 (page 454) and October 21, 1971 (page 164). Telegraphic information has been received from the British High Commission in Accra of the announcement in *Commercial and Industrial Bulletin* No. 44 of May 12 that with effect from May 9 all commodities imported into Ghana are subject to pre-shipment inspection. **EDB ext. 471/472/473**

Angola

BASIS OF VALUE FOR DUTY: It was announced in the *Boletim Oficial de Angola* Series I, No. 98 of April 26, that for the purpose of assessing the dutiable value of live animals of chapter 1 of the tariff, air-freight and insurance costs shall be reckoned at a maximum of 5 per cent of the fob value in cases where the actual cost of air-freight and insurance exceeds that amount. **EDB ext. 460/461**

Zambia

IMPORT LICENCES—SUSPENSION: The Zambian Ministry of Trade and Industry has announced that for a short period no new import licence applications will be accepted. Also, all import licences issued prior to April 22 this year have been recalled by the Ministry for reconsideration. The authorities have indicated that import licences will not be revoked where letters of credit have been opened between Zambian buyers and overseas suppliers. A further statement on future import policy is expected.

EDB ext. 471/472/473/462

Kenya

IMPORT LICENSING REGULATIONS: Legal Notice No. 90, published in the *Kenya Gazette Supplement* of May 12, amends, with effect from May 3, the First Schedule to the Imports, Exports and Essential Supplies Order, 1968 (published in the *Board of Trade Journal*, December 13, 1968) to the following extent:

Code	Item
(*a*) by the deletion of the following item:	
812 4 2 9	Other excluding parts thereof
(*b*) by the insertion therein of the following new item:	
812 4 2 9	Other excluding parts thereof (component parts of hurricane oil lamps 'wick burning' only)

Goods listed in the First Schedule to the Imports, Exports and Essential Supplies Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

EDB ext. 471/472/473/462

Republic of South Africa

CUSTOMS TARIFF CHANGES: The following alterations were notified in the South African *Government Gazette* of May 5:

The provision for an ordinary anti-dumping duty on aluminium powders or flakes in paint or enamel media and on wrought plates, sheets, strip and circles of aluminium, is withdrawn. BN 32.09 and 76.03.

The duty on aluminium powders or flakes in paint or enamel media is amended from 20 per cent to 20 per cent or 57c per kg less 50 per cent of the fob price. BN 32.09.50.

The duty on certain products of aluminium is amended. BN 76.02, 76.03, 76.04, 76.06 and 76.16.

The provision for a rebate of duty on unprinted aluminium foil, backed with paperboard with a basis mass exceeding 250 g/m^2 for the manufacture of labels, tickets, tape and similar goods, is withdrawn. BN 76.04.

Provision is made for a rebate of the full duty on enamel paper and paperboard, unprinted paper and paperboard coated with artificial plastic materials (excluding cellulose or derivatives thereof), and unprinted coated paper and paperboard (not waxed) with a basis mass not exceeding 250 g/m^2, for use as backing for aluminium foil. BN 48.07. **EDB ext. 471/472/473/462**

Algeria, Morocco and Tunisia

French is the foreign language most widely used in business and official circles in Algeria, Morocco and Tunisia. It is therefore essential that any literature or correspondence for firms in these countries should be in French. Similarly, weights and measures should be quoted in metric and prices in local currency.

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India

PATENTS ACT 1970: Most of the provisions of India's Patents Act 1970 and the rules made under it were brought into effect on April 20, 1972. From the same date the Central Government declared the United Kingdom to be a convention country for all the provisions of the Act. Information about the Act was given in *Trade and Industry* of December 16 and 30, 1970. Copies of the Act may be seen in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, WC2.

Malaysia

CUSTOMS DUTIES: The Malaysian *Government Gazette* has published a notice stating that the First Schedule of the Customs Duty Order 1968 is amended by deleting heading numbers 40.11 550, 84.06 213, 84.06 214, 84.06 243 and 84.06 244 and their descriptions and inserting the following:

Heading no.	Description	Unit of quantity	Federation Common Tariff
40.11	Rubber tyres, tyre cases, interchangeable tyre treads, inner tubes and tyre flaps, for wheels of all kinds:		
550	Tractor, implement and earthmover tyres weighing not more than 1,600 lb. each	No	$1.80 per lb.
84.06	Internal combustion piston engines:		
	Diesel engines:		
	stationary:		
213	exceeding 199 horsepower but not exceeding 800 horsepower	No	25%
214	exceeding 800 horsepower but not exceeding 1,000 horsepower	No	Nil
	marine:		
243	exceeding 199 horsepower but not exceeding 800 horsepower	No	25%
244	exceeding 800 horsepower but not exceeding 1,000 horsepower	No	Nil

The duties against the following now extend to Penang: 16.04 100, 16.04 101, 16.04 102, 16.04 103, 16.04 104, 16.04 105, 16.04 107, 16.04 400, 16.04 500, 16.05 100, 16.05 110, 16.05 120 and 16.05 450. **EDB ext. 469/468/401**

New Zealand

EMERGENCY PROTECTION AUTHORITY REPORTS: Copies of the following New Zealand reports are available from Commercial Relations and Exports Division:

Tariff no.	Description
37.01.09 37.02.09	Photographic plates and film—sensitised etc. other than X-ray Film in rolls—sensitised etc.
82.08.01	Bread slicing machines

CRE ext. 2321

CUSTOMS TARIFF INQUIRY—CERTAIN COATED PAPERS: The Tariff and Development Board inquiry on certain coated printing and writing papers set down for August 1, 1972 (see *Trade and Industry* of May 4, page 219, and of May 18, page 326) has been cancelled. Coated printing and writing papers falling within T.I. 48.07.059 were referred to the Emergency Protection Authority on May 16, 1972. **CRE ext. 2321**

Australia

TARIFF BOARD INQUIRY ON COPPER FOIL: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of copper foil (tariff item 74.05). The reference has been made as a result of representations by local industry.

Details of the tariff items under which the goods are dutiable may be obtained from Tariff Section, Export Data Branch (ext. 468/469/401). The matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than June 7. Before that date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Division, quoting reference No. CRE 889/72. Evidence may be submitted to the Tariff Board either directly by the firm or Trade Association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. **CRE ext. 2318/2319**

TARIFF BOARD INQUIRY ON NON-CHEDDAR CHEESE DUMPING—RESULT: A notice was published in the *Board of Trade Journal*, April 29, 1970, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on cheeses, other than cheddar, and on August 26, 1970, to report that cash securities had been imposed. The inquiry had now been completed and as a result, dumping has been confirmed and dumping duties imposed retrospectively from September 8, 1970. Ref. No. CRE 786/70. **CRE ext. 2318/2319**

Mr. T. R. Jarvis (right) of MEL Equipment Co. Ltd., Crawley, Sussex, describing the treatment head of the firm's SL 75-20 medical linear accelerator to Mr. R. W. Stanford, head of the Department of Medical Physics at the Royal Perth Hospital during his recent visit to the United Kingdom as guest of the Government.

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United States

ACCELERATOR CONTROL SYSTEMS: *Trade and Industry* of April 20 announced proposals concerning the time of throttle return to idle. The period for comments has now been extended to July 7. (FR 5.5.72) **CRE ext. 2397**

Guyana

EXCHANGE CONTROL: The Exchange Control (Amendment) Orders 1971 introduced in December 1971 limited the amount of currency which persons leaving Guyana could take with them to not more than G$100 in notes; there is also a travel allocation equal to G$50 in foreign currency notes. Amending legislation has now been passed exempting from the foreign currency limitation 'notes of a country, other than of Guyana, when on the person or in the baggage of a traveller departing from Guyana within one month of his last entry therein and in respect of which notes a certificate signed by a Customs or Immigration Officer is produced certifying that such notes were brought into Guyana by the traveller at the time of the said entry'. United Kingdom businessmen visiting Guyana are accordingly advised to obtain from the Immigration Officer or Customs Officer on arrival in Guyana a certificate enumerating the foreign currency notes in their possession.

CRE ext. 2293

Ecuador

PRIOR DEPOSITS: On May 4 the rates of prior deposit on imports into Ecuador were amended as follows:

List 1	45% cif value
List 2a	100% cif value
List 2b	110% cif value
List 2c	120% cif value
List 2d	130% cif value

EDB ext. 474/476/7312

Brazil

CHANGES IN MANUFACTURED GOODS TAX: Decree No. 70435 of April 18 removes the Manufactured Goods Tax (IPI) on goods falling under the following headings of the Brazilian tariff:

Chapters	2, 3, 4, 7, 8, 9, 11, 16, 17, 19, 20, 21.
Headings	15.13.01.00, 15.13.99.00, 18.06.01.00, to 18.06.03.00, 18.06.99.00, 22.10.01.00, 22.10.99.00
Items	15.01.01.01, 15.01.01.02, 15.01.02.01, 15.01.02.02, 15.07.02.01 to 15.07.02.06, 15.07.02.08, 15.07.02.10, 15.07.02.11, 15.07.02.14, 15.07.02.20, 15.07.02.24, 15.07.02.99

These headings were previously subject to taxes ranging from 4 per cent to 10 per cent of the duty-paid value.

EDB ext. 474/476/7312

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

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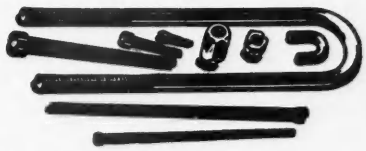

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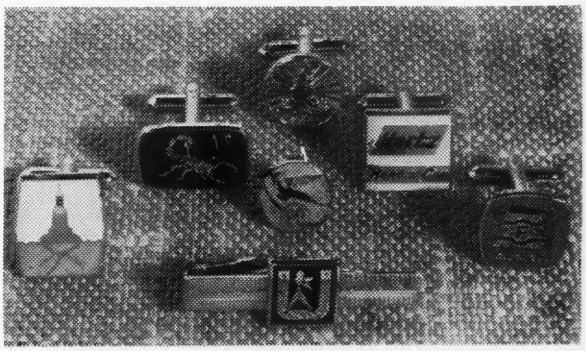

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